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Patent and Trademark Office

SEARCH REQUEST FORM

(2)

Examiner # (redacted): _____ Requester's Full Name: Penny CuddeArt Unit 2765 Location (Bldg/Room#): CK 2 5X18 Phone (circle 305) 306 308 0756Serial Number: 09/049,297 Results Format Preferred (circle): PAPER DISK E-MAILTitle of Invention Method for tracking and establishing a progressive discountInventors (please provide full names): Jay Walker Andrew Van LucheneJohn Chuprevich Magdalena MilkEarliest Priority Date: 3/27/98

Keywords (include any known synonyms registry numbers, explanation of initialisms):

10-01-1999 A07:36

Search Topic:

Please write detailed statement of the search topic, and the concept of the invention. Describe as specifically as possible the subject matter to be searched. Define any terms that may have a special meaning. Give examples of relevant citations, authors, etc., if known. You may include a copy of the abstract and the broadcast or most relevant claim(s).

Looking for information on progressive discounts or rebates. For example giving a 2% discount off of a purchase and increasing the discount by a % each time the customer visits the store, with a particular time interval.

BEST AVAILABLE COPY

STAFF USE ONLY

Searcher: M. Garris
Searcher Phone #: 305-0757
Searcher Location: ELC
Date Picked Up: 10/14
Date Completed: 10/15
Clerical Prep Time: 6:00
Terminal Time: 8:00
Number of Databases: 47

Type of Search

☐ N.A. Sequence
☐ A.A. Sequence
☐ Structure (#)
☒ Bibliographic
☐ Litigation I
☐ Fulltext
☐ Procurement
☐ Other

Vendors (include cost where applicable)

☐ STN
☐ Questel/Orbit
☐ Lexis/Nexis
☒ WWW/Internet
☐ In-house sequence systems (list)
☒ Dialog
☒ Dr. Link
☐ Westlaw
☐ Other (specify)

=====
* * * * *
* Cover Sheet *
* * * * *

*** 09/049297***

* * * * *
* Prepared for: Caudle *
* * * * *
* By : Garris *
* * * * *
* Date : October 5, 1999 *
* * * * *

HI,

Attached are your search results. Please review and let me know if you
have any questions.
My number is 305-0757

MALINDA GARRIS
ELECTRONIC INFO CENTER

File 15:ABI/INFORM(R) 1971-1999/Oct 01
 (c) 1999 Bell & Howell
 File 16:Gale Group PROMT(R) 1972-1999/Oct 05
 (c) 1999 The Gale Group
 File 148:Gale Group Trade & Industry DB 1976-1999/Oct 05
 (c)1999 The Gale Group
 File 674:Computer News Fulltext 1989-1999/Sep W3
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 File 647:CMP Computer Fulltext 1988-1999/Sep W4
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 File 484:Periodical Abstracts Plustext 1986-1999/Aug W3
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 (c) 1999 McGraw-Hill Co. Inc
 File 553:Wilson Bus. Abs. FullText 1982-1999/Jul
 (c) 1999 The HW Wilson Co
 File 141:Readers Guide 1983-1999/Jul
 (c) 1999 The HW Wilson Co
 File 621:Gale Group New Prod.Annou.(R) 1985-1999/Oct 05
 (c) 1999 The Gale Group

Set	Items	Description
S1	141	PROGRESSIVE?(N2)DISCOUNT?
S2	55	S1 AND RETAIL?
S3	53	S2 NOT PY=1999
S4	45	RD (unique items)
S5	78	PROGRESSIVE?(N3) (REBATE? OR VOUCHER? OR REFUND?)
S6	10	S5 (S)RETAIL?
S7	25	S5 AND (RETAIL? OR STORE? OR MALL?)
S8	24	S7 NOT PY=1999
S9	15	RD (unique items)
?		

9/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01357060

00-08047

The new politics of housing: How to rebuild the constituency for a progressive federal housing policy

Dreier, Peter

Journal of the American Planning Association v63n1 PP: 5-27 Winter 1997

ISSN: 0194-4363 JRNL CODE: AIP

WORD COUNT: 17713

...TEXT: income households, we should scrap the homeowner mortgage deduction entirely and replace it with a **refundable progressive** homeowner tax credit.

The tax credit would be available to all families each year-including... Seiders 1995). The housing industry and housing activists could find common cause in supporting this **progressive** reform.

Housing Vouchers (\$50 billion, HHS)

The original Clinton/Cisneros plan proposed turning subsidized projects into private market...

... Wachter 1995a, 1995b). Some suburban communities have adopted "inclusionary zoning" policies to address this problem (Mallach 1984; Peterson and Williams 1994). But unless the federal government uses some carrots and sticks... Slums: Tenement House Reform in New York City, 1890-1917 Pittsburgh: University of Pittsburgh Press.

Mallach, Alan. 1984. Inclusionary Housing Programs. New Brunswick: Center for Urban Policy Research.

Marcuse, Peter. 1986...

9/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01322659

99-72055

Determinants of search for nondurable goods: An empirical assessment of the economics of information theory

Avery, Rosemary J

Journal of Consumer Affairs v30n2 PP: 390-420 Winter 1996

ISSN: 0022-0078 JRNL CODE: JCA

WORD COUNT: 8695

...ABSTRACT: market for frequently purchased, nondurable grocery items is examined. The empirical model examines antecedent (pre-**store**) and point of purchase (in-**store**) search. It incorporates and contrasts economic incentives for search with noneconomic involvement-based motivation and...

... 1990. Results indicate that Stigler's cost-benefit model provides a better fit for pre-**store** rather than in-**store** search activity. Pre-**store** search activities were found to be driven by time, monetary and mobility constraints. Pre-**store** search activity was not found to be significant in explaining in-**store** search activities. In-**store** search activities were significantly explained by only household size. Shopping involvement was not found to be related to pre- or in-**store** activities. A comparison of objective and subjective measures of search costs rendered comparable results. ...

...TEXT: In addition, empirical evidence indicates that in these markets other nonmonetary shopping goals, such as **store** image or shopping environment, may well be a more important determinant of search behavior (Claus...

...price awareness of consumers shopping in this market. The study examines

...of Marketing, 54(July): 42-53.

"Do Pricing Executives Overestimate the Price-Driven Segment?" (1994), **Stores**, 76(1): RR4-RR5.

Duncan, C. P. and R. W. Olshansky (1982), "External Search: The...

...5: 176-186.

Hallsworth, A. G. (1991), "Who Shops Where? and Why?" International Journal of **Retail** and Distribution Management, 19(3): 19-26.

Kolodinsky, J. (1990), "Time as a Direct Source...

...461.

McGoldrick, O. and H. Marks (1986), "How Many Grocery Prices Do Shoppers Really Know?" **Retail** and Distribution Management, 14(1): 24-27.

Mincer, J. (1963), "Market Prices, Opportunity Costs, and...

... S. and L. M. Capella (1993), "Male Grocery Shoppers' Attitudes and Demographics." International Journal of **Retail** and Distribution Management, 21(5): 22-29.

"Price Perceptions and Consumer Shopping Behavior" (1994), **Stores**, 76(4): RR9-RR10.

Rothschild, M. (1973), "Models of Market Organization with Imperfect Information: A...

... A. and R. Garland (1993), "Supermarket Lists: Their Effect on Consumer Expenditure," International Journal of **Retail** and Distribution Management, 21(2): 8-14.

Urbany, J. E. (1986), "An Experimental Examination of...

... P. R. Dickson, and R. J. Key (1991), "Actual and Perceived Consumer Vigilance in the **Retail** Grocery Market," Marketing Letters, 2(1): 15-25.

U.S. Department of Labor, Bureau of...

9/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01058469

97-07863

Finance and economics: OK, Mickey, let's say you won

Anonymous

Economist v336n7921 PP: 65-66 (UK 81-82) Jul 1, 1995

ISSN: 0013-0613 JRNL CODE: ECT

WORD COUNT: 1123

...TEXT: of film. Kodak was squeezed out. According to Alan Wolff, Kodak's lawyer, distributors and **retailers** are still kept in check by "secret, discriminatory and remarkably **progressive** " **rebates** for selling Fuji film. That, he says, contravenes Japan's own anti-monopoly law; but...

... Seibu, a vast Japanese group that owns everything from a credit-card business to department **stores**, over \$100m for outright ownership of ten Japanese dealerships and access to 108 more (where...efforts to deregulate its economy, however, may be changing this. In the car business, where **retailers** need specialist expertise, manufacturers still have tight control of sales networks. In the case of...

9/3,K/4 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

07139911 SUPPLIER NUMBER: 07161505

Yapp Legal Spat Continues Between Fox, Hollywood

Fitzpatrick, Eileen

Billboard Oct 4, 1997 p. 87

ISSN: 0006-2510

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 855

... both an injunction and punitive damages' against former president Jeffrey Yapp and Hollywood Entertainment, the **retailer** that hired Yapp as its president Sept. 9 (Shelf Talk, Billboard, Sept. 27).

The statement...

...Hollywood and Yapp to prove why the court should not issue an injunction against the **retailer** for interfering with Yapp's prior employment contract, according to a Fox spokesman. The studio...

... also sells videos through a link with San Francisco-based Reel.com, a virtual video **store** launched this year.

As a result of the deal, Film.com will be able to...

...both an injunction and punitive damages' against former president Jeffrey Yapp and Hollywood Entertainment, the **retailer** that hired Yapp as its president Sept. 9 (Shelf Talk, Billboard, Sept. 27).

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...also sells videos through a link with San Francisco-based Reel.com, a virtual video **store** launched this year.

As a result of the deal, Film.com will be able to...

...receiving 2 million visits per month, will remain on board as an executive producer for **Progressive**.

REBATE MAP: Get out your scorecards. With fourth-quarter titles come an equal number of rebate...

...offering a \$2 instant rebate with purchase of 'George Of The Jungle,' which arrives in **stores** Dec. 2, priced at \$22.99. 'The Absent-Minded Professor' and 'Son Of Flubber' also...

9/3,K/5 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05761921

FRENCH POULTRYMEAT SURPLUS HITS EU MEAT PRICES

Agra Europe June 9, 1995 p. M3

ISSN: 0002-1024

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 744

...there are fears among importers that the sudden reduction in prices across the entire meat **retail** spectrum has weakened the financial structure of many French wholesale companies.

French problems centre on...

...cut was necessary to accommodate GATT regulations on traffic to and from third countries. Export **refund** support was **progressively** reduced last year but further cuts in February 1st this year and again on April...

...French market is in the most exposed position and this is highlighted by reports that **retailers** have for perhaps the first time in recent meat industry history been forced to promote...

9/3,K/6 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

09221332 SUPPLIER NUMBER: 19042401 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Online vendors: how can you tell the good from the bad? (includes related article on distinguishing bad online vendors) (Internet/Web/Online Service Information)
McLaughlin, Laurianne
PC World, v15, n2, p56(2)
Feb, 1997
ISSN: 0737-8939 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1479 LINE COUNT: 00114

... on the Audio Underground site. iMall serves as developer and host for more than 700 **retail** sites, many run by reputable firms.

iMall promises to refund your money if an iMall...

...a guide--or a membership club.

Clearly, many good companies offer smart deals in online **storefronts**. But how can you tell if an online vendor is reputable and responsive? Help is...

...Stiel to Progres- sive Networks yielded no response, but a month later, after Stiel phoned, **Progressive** Networks promised to **refund** his money and told him to keep the product.

When we pointed out that the...

9/3,K/7 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

09094395 SUPPLIER NUMBER: 18725997 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Will the rubber grip the road? An analysis of the U.S.-Japan Automotive Agreement.
Lewis, Eleanor Roberts; Weiler, David J.
Law and Policy in International Business, 27, n3, 631-693
Spring, 1996
ISSN: 0023-9208 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 27695 LINE COUNT: 02267

... it extremely difficult for foreign vehicles to compete in the Japanese market," including:

(1) the **retail** price of U.S.-made vehicles in Japan was forty percent higher than similar models...through the Non-OE Parts specialist to independent wholesalers down to independent local wholesalers and **retail** outlets.(204) Thus, the OE Parts distribution channel is controlled by the Japanese vehicle manufacturers...Japanese vehicle manufacturer, but affiliated auto parts distributors may also take action. These distributors receive **progressive rebates** from the Japanese vehicle manufacturers based on the amount of OE Parts they sell,(208...repair." MOT is required to inform "repair and service business and auto parts wholesalers and **retailers** " whether the repair would be considered a disassembling repair.(238) The market for non-disassembling...This classification should provide an opportunity for foreign parts suppliers to sell to garages and **retailers** that are not a part of the distribution system controlled by the OEM and Japanese...

...purchase foreign parts.

The aftermarket for replacement parts provision of the Automotive Agreement requires that **retailers** and garages be informed that cars will pass inspection even if a Non-OE Part...supra note 7, at 1-2 (explaining that a high commodity tax, levied on the **retail** price of a car, was heavily weighted against large cars and thus was a nontariff...distribution system from the U.S. perspective, Americans are generally surprised to learn that the **retail** motor vehicle sales force that Japanese consumers

have such "loyalty" toward are mostly door-to...

9/3,K/8 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

09045322 SUPPLIER NUMBER: 18730027 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The thorny problem of implementing new consumption taxes. (Fundamental Tax Reform: Possibilities and Problems)
Mintz, Jack M.
National Tax Journal, 49, n3, 461-474
Sep, 1996
ISSN: 0028-0283 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 7412 LINE COUNT: 00588

... they move through the production chain. VAT administration is costly, at least compared to the **retail** sales tax, since most businesses, not just **retail** firms, are to be registered.

VAT administration and compliance costs increase substantially if governments exempt...United States is implementing a VAT at the federal level when state governments already assess **retail** sales taxes. Two particular issues are important-constitutional powers related to taxation and those related...

...paid. Otherwise, the BTT mimics the transactions-based VAT and becomes more similar to the **retail** sales tax in application (Mintz, 1995).

If the federal VAT is adopted, then compliance for...do not have the same economic effects. (5) An alternative transactions-based approach is the **retail** sales tax. The RST is applied to transacted goods and services sold to consumers and...

...since there is no recovery of input tax credits. (8) Canada has made its VAT **progressive** by providing a **refundable** credit to low income families. However, this was administratively possible by operating the credit through...

9/3,K/9 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

08636417 SUPPLIER NUMBER: 18249708 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The rebate river runs dry. (electric utility company rebates for energy-saving projects) (includes sidebars)
Watkins-Miller, Elaine
Buildings, v90, n2, p50(3)
Feb, 1996
ISSN: 0007-3725 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1968 LINE COUNT: 00161

... the old days," says Chief Architect Greg Anders.

The impetus behind this move away from **rebates** is the **progressive** deregulation of the electric utility industry (see Deregulation ..., page 51). A far-reaching move in...

...of 1992, which opened up wholesale competition within the industry and allowed states to regulate **retail** competition - consumers buying electricity from a range of power suppliers. Several states, including California, are currently looking at opening up their local utilities to **retail** competition. At the same time, many utilities across the nation are preparing for future competition...industry began in 1972, the 1992 act increased wholesale competition in the electric utility industry. **Retail** competition - consumers buying electricity from a range of electricity suppliers - was permitted, subject to state...

9/3,K/10 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

07979238 SUPPLIER NUMBER: 17196916 (USE FORMAT 7 OR 9 FOR FULL TEXT)
OK, Mickey, let's say you won. (trade representative Mickey Kantor's attempts to resolve trade dispute with Japan)
Economist, v336, n7921, p65(2)
July 1, 1995
ISSN: 0013-0613 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1190 LINE COUNT: 00094

... of film. Kodak was squeezed out. According to Alan Wolff, Kodak's lawyer, distributors and **retailers** are still kept in check by "secret, discriminatory and remarkably **progressive** " **rebates** for selling Fuji film. That, he says, contravenes Japan's own anti-monopoly law; but...

...Seibu, a vast Japanese group that owns everything from a credit-card business to department **stores** , over \$100m for outright ownership of ten Japanese dealerships and access to 108 more (where...

...efforts to deregulate its economy, however, may be changing this. In the car business, where **retailers** need specialist expertise, manufacturers still have tight control of sales networks. In the case of...

9/3,K/11 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

06197438 SUPPLIER NUMBER: 13410564 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Incidence effects of a state fiscal policy shift: the Florio initiatives in New Jersey.
Bogart, William T.; Bradford, David F.; Williams, Michael G.
National Tax Journal, 45, n4, 371-387
Dec, 1992
ISSN: 0028-0283 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 7388 LINE COUNT: 00580

... to local school systems. To deal with the first problem, Governor Florio increased the state **retail** sales tax (through rate increases and base broadening). His reaction to the second problem was...makes it more progressive than its predecessor. It is worth remarking, however, that the previous **rebate** system was **progressive** because of its lump sum nature. A lump sum tax is regressive, a lump sum...

9/3,K/12 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

04798315 SUPPLIER NUMBER: 09299005 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Japan: the Eastern view. (resume of speech given at European Cosmetics Market's conference)
European Cosmetic Markets, n7, p225(5)
July, 1990
ISSN: 0957-1515 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2904 LINE COUNT: 00228

... 3) - through mass market outlets, with the grocery channel claiming 70% of distribution and drug **stores** 30%. The consistent expansion of the hair care market appears to be governed by two...

...suddenly as they had arrived. It is all a recipe for confusion which has alienated **retailers** and consumers alike, with the consequent adverse effect on sales.

The combination of fierce competition...its development has been inestimable. After the Second World War, Shiseido quickly revived the chain **store** network, a kind of franchise system unique to Japan, which links

manufacturers' own exclusive sales companies and independent **retail stores**. At a time when the Japanese cosmetics market was in complete disorder, when price dumping was rife, Shiseido was able to win the trust of both consumers and **retailers** by rigorously maintaining **retail** prices through the effective management of the chain **store** system. In 1961, when Kanebo entered the cosmetics arena, it also created its own chain **store** network, and the combination of both systems, which covered around 35,000 **stores** -over 35% of outlets nationwide, fuelled the rapid growth of the Japanese cosmetics market until the watershed year of 1976. The particular nature of the chain **store** system depends on a unique agreement, according to which a **retail store**, having signed a contract with a cosmetics company, handles the full range of the company's products, while the company sends its own trained beauty care personnel into the **store** and establishes its own exclusive **retail** space, where it is responsible for Virtually all of its own sales promotion. The contract is supported by a **progressive rebate** system, through which the **store** is rewarded according to the value of the goods it purchases from the manufacturer: the higher the value, the greater the rebate. Competition is further promoted by a **retail** sales league, which ranks individual **stores** in order of their turnover. The chain **store** system functioned impeccably until 1976, when the sudden stagnation of the market revealed underlying structural...

...the success which had been predicted for them. Under their bilateral agreements with manufacturers, chain **stores** had readily accepted vast quantities of the new brands, since the rebate they received from...
...inventory. Two years ago, major cosmetics manufacturers were forced to act to rescue the chain **stores** from the unhappy consequences of the much vaunted agreements, and bought back substantial amounts of unwanted, obsolete stock.

Shaken by the events of 1976, the chain **store** monopoly has since been more seriously undermined by the profound changes being wrought in the
...

...more active role assumed by many women has worked to the detriment of the chain **store** system, since they have tended to react against the excessive sales pressure associated with certain...

...the confidence

to choose for themselves, and consequently the growth areas of distribution are department **stores** proposing a variety of brands, supermarkets which adopt sophisticated sales tactics and methods of presentation...

...pharmacies which, while not renouncing their specialized medical heritage, are becoming more like general drug **stores**, offering wide ranges of products for self-selection.

JAPAN: MAJOR HAIR CARE MANUFACTURERS 1989
(% rsp...

9/3,K/13 (Item 1 from file: 484)
DIALOG(R)File 484:Periodical Abstracts Plustext
(c) 1999 Bell & Howell. All rts. reserv.

03169863 SUPPLIER NUMBER: 97080506 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Saving public education

Kozol, Jonathan; Wells, Amy Stuart; Delpit, Lisa D; Rose, Mike; et al
Nation (GTNA), v264 n6, p16-25

Feb 17, 1997

ISSN: 0027-8378 JOURNAL CODE: GTNA

DOCUMENT TYPE: Commentary

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 5955

TEXT:

... the public system and funding schools (public or private) based on per-pupil calculations, or **vouchers**.

For **progressives**, charter school reform promises to empower poor

communities to wrestle control of their schools from...only thinly veiled stares of hatred when groups of boisterous African-American youngsters enter a **store** or restaurant or bus?

I don't know why America still finds its brown children...

9/3,K/14 (Item 1 from file: 553)
DIALOG(R)File 553:Wilson Bus. Abs. FullText
(c) 1999 The HW Wilson Co. All rts. reserv.

03273864 H.W. WILSON RECORD NUMBER: BWBA96023864 (USE FORMAT 7 FOR FULLTEXT)

The rebate river runs dry: performance-based contracting gains popularity as rebates evaporate.

Watkins-Miller, Elaine

Buildings (Buildings) v. 90 (Feb. '96) p. 50-2

LANGUAGE: English

WORD COUNT: 2115

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

... the old days," says Chief Architect Greg Anders.

The impetus behind this move away from **rebates** is the **progressive** deregulation of the electric utility industry (see Deregulation ..., page 51). A farreaching move in the...

...of 1992, which opened up wholesale competition within the industry and allowed states to regulate **retail** competition -- consumers buying electricity from a range of power suppliers. Several states, including California, are currently looking at opening up their local utilities to **retail** competition. At the same time, many utilities across the nation are preparing for future competition...industry began in 1972, the 1992 act increased wholesale competition in the electric utility industry. **Retail** competition -- consumers buying electricity from a range of electricity suppliers -- was permitted, subject to state...

9/3,K/15 (Item 1 from file: 141)
DIALOG(R)File 141:Readers Guide
(c) 1999 The HW Wilson Co. All rts. reserv.

03535921 H.W. WILSON RECORD NUMBER: BRGA97035921 (USE FORMAT 7 FOR FULLTEXT)

Online vendors: how can you tell the good from the bad?..

McLaughlin, Laurianne.

PC World (PC World) v. 15 (Feb. '97) p. 56+

WORD COUNT: 1476

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

... on the Audio Underground site. iMall serves as developer and host for more than 700 **retail** sites, many run by reputable firms.

iMall promises to refund your money if an iMall...

...a guide--or a membership club.

Clearly, many good companies offer smart deals in online **storefronts**. But how can you tell if an online vendor is reputable and responsive? Help is...

...from Stiel to Progressive Networks yielded no response, but a month later, after Stiel phoned, **Progressive** Networks promised to **refund** his money and told him to keep the product.

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 File 484:Periodical Abstracts Plustext 1986-1999/Aug W3
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S5	78	PROGRESSIVE?(N3) (REBATE? OR VOUCHER? OR REFUND?)
S6	10	S5 (S)RETAIL?
S7	25	S5 AND (RETAIL? OR STORE? OR MALL?)
S8	24	S7 NOT PY=1999
S9	15	RD (unique items)
?		

EIC SEARCH

10/1/99

Full
text
broader
search

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 (c) 1999 The Gale Group
 File 484:Periodical Abstracts Plustext 1986-1999/Aug W3
 (c) 1999 Bell & Howell
 File 624:McGraw-Hill Publications 1985-1999/Sep 28
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 File 553:Wilson Bus. Abs. FullText 1982-1999/Jul
 (c) 1999 The HW Wilson Co
 File 141:Readers Guide 1983-1999/Jul
 (c) 1999 The HW Wilson Co
 File 621:Gale Group New Prod.Annou.(R) 1985-1999/Oct 05
 (c) 1999 The Gale Group

Set	Items	Description
S1	141	PROGRESSIVE?(N2)DISCOUNT?
S2	55	S1 AND RETAIL?
S3	53	S2 NOT PY=1999
S4	45	RD (unique items)
?		

Full
text
files

File 351:DERWENT WPI 1963-1999/UD=9940;UP=9940;UM=9940

(c)1999 Derwent Info Ltd

File 344:Chinese Patent; ABS Apr 1985-1999/Aug

(c) 1999 European Patent Office

File 347:JAPIO Oct 1976-1999/Apr. (UPDATED 990812)

(c) 1999 JPO & JAPIO

Set	Items	Description
S1	173	(VISIT?) (N4) (CUSTOMER? OR CONSUMER? OR SHOPPER? OR BUYER? OR PATRON?)
S2	18	(PROGRESSIVE? OR GRADUATED OR STAGGERED? OR INTERVAL?) (N4) (DISCOUNT? OR REBATE? OR SPECIAL()OFFER? OR PROMOTION? OR VO- UCHER? OR REDEMPTION? OR REFUND?)
S3	1	S1(S)S2
S4	1	S1 AND S2
?		

File 15:ABI/INFORM(R) 1971-1999/Oct 01
 (c) 1999 Bell & Howell
 File 16:Gale Group PRO (R) 1972-1999/Oct 05
 (c) 1999 The Gale Group
 File 148:Gale Group Trade & Industry DB 1976-1999/Oct 05
 (c)1999 The Gale Group
 File 9:Business & Industry(R) Jul 1994-1999/Oct 05
 (c) 1999 Resp. DB Svcs.
 File 647:CMP Computer Fulltext 1988-1999/Sep W4
 (c) 1999 CMP
 File 674:Computer News Fulltext 1989-1999/Sep W3
 (c) 1999 IDG Communications
 File 275:Gale Group Computer DB(TM) 1983-1999/Oct 01
 (c) 1999 The Gale Group
 File 47:Gale Group Magazine DB(TM) 1959-1999/Oct 01
 (c) 1999 The Gale group
 File 621:Gale Group New Prod.Annou.(R) 1985-1999/Oct 05
 (c) 1999 The Gale Group
 File 484:Periodical Abstracts Plustext 1986-1999/Aug W3
 (c) 1999 Bell & Howell
 File 624:McGraw-Hill Publications 1985-1999/Sep 28
 (c) 1999 McGraw-Hill Co. Inc
 File 141:Readers Guide 1983-1999/Jul
 (c) 1999 The HW Wilson Co
 File 553:Wilson Bus. Abs. FullText 1982-1999/Jul
 (c) 1999 The HW Wilson Co

Set	Items	Description
S1	38014	(VISIT?) (N4) (CUSTOMER? OR CONSUMER? OR SHOPPER? OR BUYER? OR PATRON?)
S2	1058	(PROGRESSIVE? OR GRADUATED OR STAGGERED? OR INTERVAL?) (N4) (DISCOUNT? OR REBATE? OR SPECIAL()OFFER? OR PROMOTION? OR VO- UCHER? OR REDEMPTION? OR REFUND?)
S3	1	S1(S)S2
S4	17	S1 AND S2
S5	11	RD (unique items)

File 351:DERWENT WPI 1963-1999/UD=9940;UP=9940;UM=9940

(c)1999 Derwent Info Ltd

File 344:Chinese Patent ABS Apr 1985-1999/Aug

(c) 1999 European Patent Office

File 347:JAPIO Oct 1976-1999/Apr.(UPDATED 990812)

(c) 1999 JPO & JAPIO

Set	Items	Description
S1	33	(STAGGERED? OR GRADUATED? OR INCREMENT? OR INTERVAL? OR PROGRESSIVE? OR GRADUAL?)(N4) (DISCOUNT? OR REBATE? OR SPECIAL(-)OFFER? OR PROMOTION? OR VOUCHER? OR REDEMPTION? OR REFUND?)
S2	1020	(INCREAS?) (N3) (PERCENT? ? OR PERCENTAGE? OR DISCOUNT?)
S3	1999	(VISIT? OR SHOP?(N2)TRIP? OR SHOP? OR PURCHASE?) (N5) (CUSTOMER? OR CLIENT? OR SHOPPER? OR BUYER? OR CONSUMER? OR PATRON?)
S4	0	S1 AND S2 AND S3
S5	2	S1 AND S3
S6	0	S1 AND S2
S7	1	S1 AND VISIT?

Patents

File 748:Asia/Pac Bus. Jrnls 1994-1999/Oct 04
 (c) 1999 The Dialog Corporation
 File 609:Bridge World Markets News 1989-1999/Oct 01
 (c) 1999 Bridge
 File 262:CBCA Fulltext 1982-1999/Jul
 (c) 1999 Micromedia Ltd.
 File 481:Delphes Eur Bus 80-1999/Sep W2
 (c) 1999 ACFCI & Chambre Comm Ind Paris
 File 637:Journal of Commerce 1986-1999/Oct 04
 (c) 1999 Journal of Commerce Inc
 File 475:Wall Street Journal Abs 1973-1999/Sep 22
 (c) 1999 The New York Times
 File 474:New York Times Abs 1969-1999/Sep 22
 (c) 1999 The New York Times
 File 710:Times/Sun.Times(London) Jun 1988-1999/Oct 04
 (c) 1999 Times Newspapers

Set	Items	Description
S1	252	(STAGGERED? OR GRADUATED? OR INCREMENT? OR INTERVAL? OR PROGRESSIVE? OR GRADUAL?) (N4) (DISCOUNT? OR REBATE? OR SPECIAL(-) OFFER? OR PROMOTION? OR VOUCHER? OR REDEMPTION? OR REFUND?)
S2	61559	(INCREAS?) (N3) (PERCENT? ? OR PERCENTAGE? OR DISCOUNT?)
S3	44393	(VISIT? OR SHOP? (N2) TRIP? OR SHOP? OR PURCHASE?) (N5) (CUSTOMER? OR CLIENT? OR SHOPPER? OR BUYER? OR CONSUMER? OR PATRON?)
S4	0	S1 AND S2 AND S3
S5	11	S1 AND S3
S6	17	S1 AND S2
S7	17	S6 NOT S5
?		

Misc.
 Financial
 Files

File 256:SoftBase:Reviews,Companies&Prods. 85-1999/Sep

(c)1999 Info Sources Inc

File 278:Microcomputer Software Guide 1999/Aug

(c) 1999 Reed Elsevier Inc.

Set	Items	Description
S1	1	(STAGGERED? OR GRADUATED? OR INCREMENT? OR INTERVAL? OR PROGRESSIVE? OR GRADUAL?) (N4) (DISCOUNT? OR REBATE? OR SPECIAL(-)OFFER? OR PROMOTION? OR VOUCHER? OR REDEMPTION? OR REFUND?)
S2	297	(INCREAS?) (N3) (PERCENT? ? OR PERCENTAGE? OR DISCOUNT?)
S3	594	(VISIT? OR SHOP?(N2)TRIP? OR SHOP? OR PURCHASE?) (N5) (CUSTOMER? OR CLIENT? OR SHOPPER? OR BUYER? OR CONSUMER? OR PATRON?)
S4	0	S1 AND S2 AND S3
S5	0	S1 AND S3
S6	0	S1 AND S2

*Software
files*

SYSTEM:OS - DIALOG OneSearch

File 15:ABI/INFORM(P 1971-1999/Oct 01
(c) 1999 Bell & Howell
File 9:Business & Industry(R) Jul 1994-1999/Oct 05
(c) 1999 Resp. DB Svcs.
File 635:Business Dateline(R) 1985-1999/Sep 29
(c) 1999 Bell & Howell
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 647:CMP Computer Fulltext 1988-1999/Sep W4
(c) 1999 CMP
File 674:Computer News Fulltext 1989-1999/Sep W3
(c) 1999 IDG Communications
File 98:General Sci Abs/Full-Text 1984-1999/Aug
(c) 1999 The HW Wilson Co.
File 275:Gale Group Computer DB(TM) 1983-1999/Oct 01
(c) 1999 The Gale Group
File 47:Gale Group Magazine DB(TM) 1959-1999/Oct 01
(c) 1999 The Gale group
File 621:Gale Group New Prod.Annou.(R) 1985-1999/Oct 05
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File 211:Gale Group Newsearch(TM) 1997-1999/Oct 04
(c) 1999 The Gale Group
File 16:Gale Group PROMT(R) 1972-1999/Oct 05
(c) 1999 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-1999/Oct 05
(c)1999 The Gale Group
File 484:Periodical Abstracts Plustext 1986-1999/Aug W3
(c) 1999 Bell & Howell
File 141:Readers Guide 1983-1999/Jul
(c) 1999 The HW Wilson Co
File 553:Wilson Bus. Abs. FullText 1982-1999/Jul
(c) 1999 The HW Wilson Co

Set	Items	Description
---	-----	-----

?ds

Set	Items	Description
S1	3193	(STAGGERED? OR GRADUATED? OR INCREMENT? OR INTERVAL? OR PROGRESSIVE? OR GRADUAL?)(N4) (DISCOUNT? OR REBATE? OR SPECIAL(-)OFFER? OR PROMOTION? OR VOUCHER? OR REDEMPTION? OR REFUND?)
S2	741833	(INCREAS?) (N3) (PERCENT? ? OR PERCENTAGE? OR DISCOUNT?)
S3	505666	(VISIT? OR SHOP?(N2)TRIP? OR SHOP? OR PURCHASE?) (N5) (CUSTOMER? OR CLIENT? OR SHOPPER? OR BUYER? OR CONSUMER? OR PATRON?)
S4	125	S1 AND S2 AND S3
S5	606	S1 AND S3
S6	435	S1 AND S2
S7	8	S1(S)S2(S)S3
S8	138	S1(S)S3
S9	34	S6(S)S3
S10	5	RD S7 (unique items)
S11	25	RD S9 (unique items)
S12	118	S8 NOT (S10 OR S11)
S13	112	S12 NOT PY=1999
S14	75	RD (unique items)
S15	7	S14 (S)VISIT?
?		

Full
text
files

File 8: Ei Compendex(R) 1970-1999/Sep W4
 (c) 1999 Engineering Info. Inc.
 File 77: Conference Papers Index 1973-1999/Sep
 (c) 1999 Cambridge Sci Abs
 File 238: Abs. in New Tech & Eng. 1981-1999/Aug
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 File 233: Microcomputer Abstracts 1974-1999/Sep
 (c) 1999 Information Today Incl.
 File 6: NTIS 64-1999/Oct W5
 Comp&dist 1998 NTIS, Intl Copyright All Righ
 File 144: Pascal 1973-1999/Aug
 (c) 1999 INIST/CNRS
 File 34: SciSearch(R) Cited Ref Sci 1990-1999/Sep W4
 (c) 1999 Inst for Sci Info
 File 434: SciSearch(R) Cited Ref Sci 1974-1989/Dec
 (c) 1998 Inst for Sci Info
 File 99: Wilson Appl. Sci & Tech Abs 1983-1999/Aug
 (c) 1999 The HW Wilson Co.

Set	Items	Description
S1	223	(STAGGERED? OR GRADUATED? OR INCREMENT? OR INTERVAL? OR PROGRESSIVE? OR GRADUAL?) (N4) (DISCOUNT? OR REBATE? OR SPECIAL(-) OFFER? OR PROMOTION? OR VOUCHER? OR REDEMPTION? OR REFUND?)
S2	27503	(INCREAS?) (N3) (PERCENT? ? OR PERCENTAGE? OR DISCOUNT?)
S3	5259	(VISIT? OR SHOP?(N2) TRIP? OR SHOP? OR PURCHASE?) (N5) (CUSTOMER? OR CLIENT? OR SHOPPER? OR BUYER? OR CONSUMER? OR PATRON?)
S4	0	S1 AND S2 AND S3
S5	7	S1 AND S3
S6	3	S1 AND S2
S7	3	RD S5 (unique items)
S8	2	RD S6 (unique items)
?		

*Bibliographic
files*

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File 15:ABI/INFORM(R) 1971-1999/Oct 01
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 (c) 1999 Bell & Howell
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 (c) 1999 Business Wire
 File 647:CMP Computer Fulltext 1988-1999/Sep W4
 (c) 1999 CMP
 File 674:Computer News Fulltext 1989-1999/Sep W3
 (c) 1999 IDG Communications
 File 98:General Sci Abs/Full-Text 1984-1999/Aug
 (c) 1999 The HW Wilson Co.
 File 275:Gale Group Computer DB(TM) 1983-1999/Oct 01
 (c) 1999 The Gale Group
 File 47:Gale Group Magazine DB(TM) 1959-1999/Oct 01
 (c) 1999 The Gale group
 File 621:Gale Group New Prod.Annou.(R) 1985-1999/Oct 05
 (c) 1999 The Gale Group
 File 211:Gale Group Newsearch(TM) 1997-1999/Oct 04
 (c) 1999 The Gale Group
 File 16:Gale Group PROMT(R) 1972-1999/Oct 05
 (c) 1999 The Gale Group
 File 148:Gale Group Trade & Industry DB 1976-1999/Oct 05
 (c)1999 The Gale Group
 File 484:Periodical Abstracts Plustext 1986-1999/Aug W3
 (c) 1999 Bell & Howell
 File 141:Readers Guide 1983-1999/Jul
 (c) 1999 The HW Wilson Co
 File 553:Wilson Bus. Abs. FullText 1982-1999/Jul
 (c) 1999 The HW Wilson Co

Set Items Description

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?ds

Set	Items	Description
S1	3193	(STAGGERED? OR GRADUATED? OR INCREMENT? OR INTERVAL? OR PROGRESSIVE? OR GRADUAL?) (N4) (DISCOUNT? OR REBATE? OR SPECIAL(-)OFFER? OR PROMOTION? OR VOUCHER? OR REDEMPTION? OR REFUND?)
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S4	125	S1 AND S2 AND S3
S5	606	S1 AND S3
S6	435	S1 AND S2
S7	8	S1(S)S2(S)S3
S8	138	S1(S)S3
S9	34	S6(S)S3
S10	5	RD S7 (unique items)
S11	25	RD S9 (unique items)
S12	118	S8 NOT (S10 OR S11)
S13	112	S12 NOT PY=1999
S14	75	RD (unique items)
S15	7	S14 (S)VISIT?
?		

10/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01364259

00-15246

Food Lion: King of the jungle?
Bradford, Stacey L
Financial World v166n1 PP: 24 Jan 21, 1997
ISSN: 0015-2064 JRNL CODE: TWO
WORD COUNT: 394

...TEXT: Instead, it is offering discounts to consumers who use its MVP customer card, which offers **graduated discounts** to the company's more frequent **shoppers**. The program encourages **customers** to do all of their **shopping** at Food Lion since **discounts increase** when more items are purchased.

As a result of all of its changes, Food Lion...

10/3,K/2 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R) Jul
(c) 1999 Resp. DB Svcs. All rts. reserv.

02330361 01761225 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The ultimate model of convenience
(The 7-Eleven convenience store chain is profiled; the company has over 5,500 units in the US and Canada and internationally, there are 11,200 outlets)
Discount Store News, v 37, n 23, p 55+
December 14, 1998
DOCUMENT TYPE: Journal ISSN: 0012-3587 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1710

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...partnership with Citgo and serves to bring added foot traffic into the stores and capture **incremental** sales.

But for **discounters**, gas is a value proposition, offering yet one more way to cement their low-cost, value-driven message in the minds of **consumers**.

"Products may be similar, but **shopping** occasions will be different," said Jim Keyes, executive vp and coo, Southland. "We think we..."

10/3,K/3 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R) Jul
(c) 1999 Resp. DB Svcs. All rts. reserv.

01613099 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Retail Tuneup In RTA, Discounters put emphasis on better
(Most discounters acknowledge their willingness to experiment with positioning of their ready-to-assemble furniture, though say these changes are incremental)
HFN, v 70, n 37, p 15
September 09, 1996
DOCUMENT TYPE: Journal ISSN: 1082-0310 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1173

ABSTRACT:

...experiment with positioning of their ready-to-assemble (RTA) furniture, they say these changes are **incremental**, not monumental. **Discounters** have steadily **increased** their assortment of better, higher-priced RTA in a number of categories including homes entertainment...

...the Polk Co, a market-research firm, show that in 1995, the average retail price **consumers** paid for residential RTA **purchased** at the discount channel was \$84. According to the report, Meijer enjoyed the highest individual...

10/3,K/4 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R) Jul
(c) 1999 Resp. DB Svcs. All rts. reserv.

01328615

Fast food giants go with the (traffic) flow
(Discount department stores are new turf for future growth of fast-food chains)

Drug Store News, v 17, n 18, p F7
November 06, 1995
DOCUMENT TYPE: Journal ISSN: 0191-7587 (United States)
LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...spots without ruining business at their regular restaurants. And, because the smell of food keeps **shoppers** around longer, which leads to **incremental sales increases**, **discounters** want their customers to eat while in the store. Placing fast food into discount stores...

10/3,K/5 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

07952802 SUPPLIER NUMBER: 53494284
THE ULTIMATE MODEL OF CONVENIENCE.
HELLER, LAURA
Discount Store News Dec 14, 1998 p. 55(1)
ISSN: 0012-3587
FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 1725

...than most discount store locations.

Gas sales are another area in which 7-Eleven and **discounters** **increasingly** compete. The chain has gas pumps in approximately 2,000 locations and is adding them...

...partnership with Citgo and serves to bring added foot traffic into the stores and capture **incremental sales**.

But for **discounters**, gas is a value proposition, offering yet one more way to cement their low-cost...

11/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01878401 05-29393
Creating competitive (dis)advantage: Learning from Food Lion's freefall
Dess, Gregory G; Picken, Joseph C
Academy of Management Executive v13n3 PP: 97-111 Aug 1999
ISSN: 1079-5545 JRNL CODE: AEX
WORD COUNT: 8984

...TEXT: with customers and suppliers. The company has successfully introduced the MVP Customer Card that offers **graduated discounts** to the company's best **shoppers**. This program has become popular both with customers and with the vendors who support the...

11/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01788627

04-39618

Evening the odds in price negotiation

Nagle, Tom

Across the Board v36n3 PP: 56-58 Mar 1999

ISSN: 0147-1554 JRNL CODE: CBR

WORD COUNT: 1708

...TEXT: new year with the higher rate established and avoid compounding the discount into future years.

Discounting in return for "incremental volume." Sometimes buyers will offer a seller incremental volume in return for a price concession...

... fixed-price policy. In practice, however, sellers often get taken. Here's how. First, a **buyer** who offers to **purchase** 10 percent more volume in return for a 2 percent price discount is actually getting...

11/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01608670

02-59659

Where does America shop?

Arlen, Jeffrey

Discount Store News v37n6 PP: A30 Mar 23, 1998

ISSN: 0012-3587 JRNL CODE: DSN

WORD COUNT: 703

...TEXT: so far produced significant apparel increases across the retailing landscape, proving that this country's **consumers** cross **shop** heavily, cherry-picking the stores for items that represent real value. If mass merchants stay...

... course, a road that leads to more and more acceptability as venues for apparel shopping, **incremental discount** clothing share is inevitable. *

(Graph Omitted)

Captioned as: Apparel generated \$169 billion at retail in...

11/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01364259

00-15246

Food Lion: King of the jungle?

Bradford, Stacey L

Financial World v166n1 PP: 24 Jan 21, 1997

ISSN: 0015-2064 JRNL CODE: TWO

WORD COUNT: 394

...TEXT: Instead, it is offering discounts to consumers who use its MVP customer card, which offers **graduated discounts** to the company's more frequent **shoppers**. The program encourages **customers** to do all of their **shopping** at Food Lion since **discounts increase** when more items are purchased.

As a result of all of its changes, Food Lion...

11/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01234535

98-83930

A case for incentives

Boyd, Malia
Incentive v170n6 PP: 16-18 Jun 1996
ISSN: 1042-5195 JRNL CODE: IMK
WORD COUNT: 1353

...TEXT: offer for a Donkey Kong watch, Kellogg aimed to build incremental sales, product trials and **purchase** continuity with **consumers**. The centerpiece of its consumer effort was an instant-win sweepstakes in boxes of Frosted...

... Nintendo Donkey Kong Country Game Pak. In all, the effort was the largest multi-brand **promotion** ever run by Kellogg. **Incremental** volume, merchandising effectiveness and trade efficiency increased by double digits.

Sorry, Barbie's Not In...

11/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00918633 95-68025
1994 power brands - Part 1
Liebeck, Laura
Discount Store News v33n19 PP: 25-61 Oct 3, 1994
ISSN: 0012-3587 JRNL CODE: DSN
WORD COUNT: 9592

...TEXT: Oreal and Almay has eroded some of the lead held by the top three brands.

Discounters have **progressively** updated, improved and expanded their cosmetics presentation, allowing franchise brands to advance. The result: discounters win by attracting more **customer purchases**, and these brands win by broadening their distribution. Maybelline and Cover Girl, long the dominant...

11/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00806484 94-55876
Power up the store!
Rouland, Renee Covino
Discount Merchandiser v33n10 PP: 40-42+ Oct 1993
ISSN: 0012-3579 JRNL CODE: DMD
WORD COUNT: 1600

...TEXT: all batteries in this country in 1992. From 1990 to 1992, A.C. Nielsen/NFO **Consumer Purchase** Diary reports that sales of alkaline batteries **increased 8.3 percent**.

As for the future, sales of alkaline batteries in the U.S. are expected to ...

11/3,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00745489 93-94710
Strategic alliances: Is anybody really doing them?
Dowling, Melissa
Catalog Age v10n7 PP: 43-44 Jul 1993
ISSN: 0740-3119 JRNL CODE: CTA

WORD COUNT: 871

...TEXT: spring contracted with fresh fruit cataloger Pinnacle Orchards to provide gift fruit baskets for Sears **customers** who **purchased** a dishwasher. This **promotion** helped Sears gain **incremental** sales, and generated business for Pinnacle during the cataloger's off-season, says Steve Spatz...

11/3,K/9 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00591679 92-06852
Former Discounters on the Industry
Johnson, Jay L.; Sullivan, R. Lee; Corwin, Pat
Discount Merchandiser v32n1 PP: 64-67 Jan 1992
ISSN: 0012-3579 JRNL CODE: DMD
WORD COUNT: 2655

...TEXT: overextension is really the primary cause."

Discounters should focus on pricing. "The convenience of the **shopper** is important, and the right type of merchandising and display, and pricing--I think you...

...got to get back to that in discounting. I see that as a problem--the **discounter** is **gradually** not being a **discounter**. You can overdo service if you sacrifice pricing. People notice value and pricing."

The recession...

11/3,K/10 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R) Jul
(c) 1999 Resp. DB Svcs. All rts. reserv.

02330361 01761225 (USE FORMAT 7 OR 9 FOR FULLTEXT)
The ultimate model of convenience
(The 7-Eleven convenience store chain is profiled; the company has over 5,500 units in the US and Canada and internationally, there are 11,200 outlets)
Discount Store News, v 37, n 23, p 55+
December 14, 1998
DOCUMENT TYPE: Journal ISSN: 0012-3587 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1710

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...partnership with Citgo and serves to bring added foot traffic into the stores and capture **incremental** sales.

But for **discounters**, gas is a value proposition, offering yet one more way to cement their low-cost, value-driven message in the minds of **consumers**.

"Products may be similar, but **shopping** occasions will be different," said Jim Keyes, executive vp and coo, Southland. "We think we..."

11/3,K/11 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R) Jul
(c) 1999 Resp. DB Svcs. All rts. reserv.

02105424 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Where does America shop?
(Retail apparel sales at all store levels totaled \$169.2 bil in 1997, a

4.8% increase vs the previous year)

Discount Store News, v 37, n 6, p A30

March 23, 1998

DOCUMENT TYPE: Journal ISSN: 0012-3587 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 938

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...so far produced significant apparel increases across the retailing landscape, proving that this country's **consumers** cross **shop** heavily, cherry-picking the stores for items that represent real value. If mass merchants stay...

...course, a road that leads to more and more acceptability as venues for apparel shopping, **incremental discount** clothing share is inevitable.

--Jeffrey Arlen

Womenswear generated \$89 billion at retail in 1997
Outlet...

11/3,K/12 (Item 3 from file: 9)

DIALOG(R)File 9:Business & Industry(R) Jul

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01613099 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Retail Tuneup In RTA, Discounters put emphasis on better

(Most discounters acknowledge their willingness to experiment with positioning of their ready-to-assemble furniture, though say these changes are incremental)

HFN, v 70, n 37, p 15

September 09, 1996

DOCUMENT TYPE: Journal ISSN: 1082-0310 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1173

ABSTRACT:

...experiment with positioning of their ready-to-assemble (RTA) furniture, they say these changes are **incremental**, not monumental. **Discounters** have steadily **increased** their assortment of better, higher-priced RTA in a number of categories including homes entertainment...

...the Polk Co, a market-research firm, show that in 1995, the average retail price **consumers** paid for residential RTA **purchased** at the discount channel was \$84. According to the report, Meijer enjoyed the highest individual...

11/3,K/13 (Item 4 from file: 9)

DIALOG(R)File 9:Business & Industry(R) Jul

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01328615

Fast food giants go with the (traffic) flow

(Discount department stores are new turf for future growth of fast-food chains)

Drug Store News, v 17, n 18, p F7

November 06, 1995

DOCUMENT TYPE: Journal ISSN: 0191-7587 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...spots without ruining business at their regular restaurants. And, because the smell of food keeps **shoppers** around longer, which leads to **incremental sales increases**, **discounters** want their customers to eat while in the store. Placing fast food into discount stores...

11/3,K/14 (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 1999 Bell & Howell. All rts. reserv.

0394761 93-46155

Retail: Regional malls sprucing up to avoid fading away

Masek, Theresa Norton

Chicago Enterprise (Chicago, IL, US), v7 n8 s1 p12

PUBL DATE: 930500

DATELINE: Chicago, IL, US WORD COUNT: 1,519

TEXT:

...to attract retailers, you want the mall to look good."

The renovation is attracting more **shoppers**, she says. Last year, sales per square foot **increased 6 percent**. "We saw a nice growth in sales and we're projecting that the mall will continue on that trend, with about a **6 percent increase** this year." Miller says.

And it's likely that River Oaks will see a similar...

11/3,K/15 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

07952802 SUPPLIER NUMBER: 53494284

THE ULTIMATE MODEL OF CONVENIENCE.

HELLER, LAURA

Discount Store News Dec 14, 1998 p. 55(1)

ISSN: 0012-3587

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 1725

...partnership with Citgo and serves to bring added foot traffic into the stores and capture **incremental** sales.

But for **discounters**, gas is a value proposition, offering yet one more way to cement their low-cost, value-driven message in the minds of **consumers**.

"Products may be similar, but **shopping** occasions will be different," said Jim Keyes, executive vp and coo, Southland. "We think we ...

11/3,K/16 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

05117332

Beverages Need To Soak Up Attention: Experts Suggest Heavier Promos Could Help Sales Keep Pace

Drug Store News May 16, 1994 p. FM11

ISSN: 0191-7587

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 1464

Discount stores need to do more to alert **shoppers** to the beverage departments in their stores and build **incremental** sales.

Although **discounters** are attracting greater sales from **customers** already **shopping** their stores for soda, water and juice, they are not growing their share of the...

Discount stores need to do more to alert **shoppers** to the beverage departments in their stores and build **incremental** sales.

Although **discounters** are attracting greater sales from **customers** already **shopping** their stores for soda, water and juice, they are not growing their share of the...

11/3,K/17 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

02484671

Calstar - Results of Operations
S1 SEC Registration June 30, 1989 p. N/A

...15% of net sales that year). In continuity programs a set of related items is **purchased** by and shipped to a **customer** on a one item per month basis over a period ranging up to 72 months. In the last two fiscal years the Company has **progressively** limited its **promotion** of continuity programs, and increasingly emphasized the sale of single items or complete collections, in...

11/3,K/18 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

08928549 SUPPLIER NUMBER: 18542852 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The effect of brand characteristics and retailer policies on response to retail price promotions: implications for retailers.
Karande, Kiran W.; Kumar, V.
Journal of Retailing, v71, n3, p249(30)
Fall, 1995
ISSN: 0022-4359 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 13231 LINE COUNT: 01136

... and Bucklin, 1989) and use these points of reference in evaluating a brand at each **purchase** opportunity. **Consumer** response is influenced by the disparity between their reference points and the actual price and...

...Maxwell House on a price promotion every six weeks. Maxwell House with a six week **interval** between price **promotions** would be expected to have a higher promotional price elasticity by virtue of a longer...

11/3,K/19 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

06484156 SUPPLIER NUMBER: 13996014 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Promotion budgeting and control in the fast food industry.
Jizba, Barbara; Fleming, Mary M.K.
International Journal of Advertising, v12, n1, p13(12)
Wntr, 1993
ISSN: 0265-0487 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2948 LINE COUNT: 00251

... promotional effort.

Although difficult to measure, the longer-term effects of promotional programmes, such as **increased** customer dependency on **discounts** and future sales resulting from repeat purchases, should be assessed. Decreased profitability in the long run may also result from shifts in **customer purchases** from higher profit margin menu items to the promoted product. Advantageous and disadvantageous shifts can...

11/3,K/20 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

04158644 SUPPLIER NUMBER: 07506190 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Reference effects of price and promotion on brand choice behavior.
Lattin, James M.; Bucklin, Randolph E.
Journal of Marketing Research, v26, n3, p299(12)
August, 1989

ISSN: 0022-2437 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 8290 LINE COUNT: 00693

... response in two ways. First, features and displays (accompanied in many cases by special price **discounts**) **increase** utility and the likelihood of **consumer purchases** ; these choices positively reinforce subsequent choice of Folgers. Second, however, exposure to the brand on promotion will tend to offset this reinforcing effect. **Consumers** who last **purchased** Folgers on promotion are significantly less likely to repurchase Folgers than those who last purchased...

11/3,K/21 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

03323148 SUPPLIER NUMBER: 06096801 (USE FORMAT 7 OR 9 FOR FULL TEXT)
1988: a promotion shopper's spree.
Bowman, Russ
Marketing & Media Decisions, v22, n11, p125(2)
Nov, 1987
ISSN: 0195-4296 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1076 LINE COUNT: 00082

... and regularly run advanced advertising with the names of participating brands in Supermarket News and **Progressive Grocer**.

Two relatively new **promotional** media that appear on the calendar for the first time this year, Act Now (coupon booklets hand-distributed in-store) and **Shopper 's Pay Day**, a co-op refund program that distributes copies of their ROP newspaper...

11/3,K/22 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

02977623 SUPPLIER NUMBER: 04468511 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Promotions heating up fall season. (outlook on bakeware)
Jowyk, Ksenia
HFD-The Weekly Home Furnishings Newspaper, v60, p114(3)
Oct 6, 1986
ISSN: 0746-7885 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2871 LINE COUNT: 00217

... our glass ovenware system and glass and plastic microwave ovenware with national television advertising and **staggered rebates** of \$1, \$2 and \$3, depending on which items are **purchased** . We're giving **consumers** an added incentive to pull the products off the shelves, and once the consumer buys...

11/3,K/23 (Item 1 from file: 484)
DIALOG(R)File 484:Periodical Abstracts Plustext
(c) 1999 Bell & Howell. All rts. reserv.

04189067 SUPPLIER NUMBER: 99129126 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Consumers' attitudes toward clothing coupons
Cho, Jinsook; Kang, Jikyeong
Family & Consumer Sciences Research Journal (IHER), v26 n3, p328-345
Mar 1998
ISSN: 1077-727X JOURNAL CODE: IHER
DOCUMENT TYPE: Feature
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5639

TEXT:

... that consumers continued to aggressively use them (Howard, 1993).
A coupon provides an opportunity for **consumers** to **purchase**

products at a reduced price. This feature of coupons encourages consumers to include the promoted...

...indicated that price reduction in the form of a coupon, for instance, generated much greater **incremental** sales than the equivalent **discounted** price (Cotton & Babb, 1978; Schindler & Rothaus, 1985). Furthermore, Bawa and Shoemaker (1989) have found some...

...enhance the profile of a product just like an advertisement so that coupons can induce **consumers** to **purchase** even in the absence of coupon redemption.

Despite the rapid growth and proved positive outcomes...

11/3,K/24 (Item 1 from file: 141)
DIALOG(R)File 141:Readers Guide
(c) 1999 The HW Wilson Co. All rts. reserv.

03063644 H.W. WILSON RECORD NUMBER: BRGA95063644 (USE FORMAT 7 FOR FULLTEXT)

Signature sets new fuel policy.

Benenson, Tom.

Flying (Flying) v. 122 (June '95) p. 40-1

WORD COUNT: 984

...ABSTRACT: Prime Rate Savings Plan) to include smaller general aviation airplanes. Prime Rate II gives pilots **discounts** based on **progressive** and/or spot fuel purchases. Signature is also instituting a handling charge to be levied on those **customers** who consistently choose not to **purchase** fuel.

11/3,K/25 (Item 1 from file: 553)
DIALOG(R)File 553:Wilson Bus. Abs. FullText
(c) 1999 The HW Wilson Co. All rts. reserv.

03046420 H.W. WILSON RECORD NUMBER: BWBA95046420 (USE FORMAT 7 FOR FULLTEXT)

The prisoner's dilemma.

AUGMENTED TITLE: manufacturers and retailers views on trade promotion spending

Progressive Grocer (Prog Grocer) v. 74 (May '95) p. 99+

LANGUAGE: English

WORD COUNT: 1251

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

... consumer use of FSI couponing was down 10[percent] in 1994 vs. 1993); in-store **purchase** decisions (66[percent] of **consumer purchases** are made at the point of sale); or superior **consumer** targeting (frequent **shopper** card programs have **increased** 16[percent] vs. 1993)--retailers deserve more of the promotion spending pie because they directly control the **consumer purchase** decision. According to the Cannondale study, two out of every three retailers feel this way...

15/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01571882

02-22871

Managing promotion program participation within manufacturer-retailer relationships

Murry, John P Jr; Heide, Jan B

Journal of Marketing v62n1 PP: 58-68 Jan 1998

ISSN: 0022-2429 JRNL CODE: JMK

WORD COUNT: 8604

...TEXT: enhance their profitability, yet 65% believe they do not receive

their fair share of manufacturers' **promotion** dollars (**Progressive Grocer** 1995). Retailers believe they should receive better rewards, because two-thirds of all **consumer purchase** decisions are made in the retail store, rather than prior to store **visits** (Point-of-Purchase Advertising Institute/DuPont 1986). From a manufacturer's perspective, more than \$70 billion currently is invested in trade **promotions** (**Progressive Grocer** 1995), with more than \$12 billion spent on point-of-purchase (POP) materials (Marketing...

15/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01299991

99-49387

Promotional fears unfounded

Wall, Grenville

Marketing Week v19n24 PP: 28-29 Sep 6, 1996

ISSN: 0141-9285 JRNL CODE: MWE

WORD COUNT: 842

...TEXT: group buyer to run a promotion than it is to influence the many thousands of **consumers** who may **visit** a store each week. Despite post-promotion reductions on sales from the factory, it seems that sales gained by such trade **promotions** are indeed **incremental** - the only question is how efficient is one promotion compared with another.

(Chart Omitted)

Captioned...

15/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01099095

97-48489

The relationship between retail price promotions and regular price purchases

Mulhern, Francis J; Padgett, Daniel T

Journal of Marketing v59n4 PP: 83-90 Oct 1995

ISSN: 0022-2429 JRNL CODE: JMK

WORD COUNT: 5866

...TEXT: address how promotions affect store choice behavior. One objective of retail promotions is to attract **shoppers** to **visit** one store instead of a competing one. Previous studies have found that though **shoppers** usually **patronize** multiple stores (e.g., Cort and Dominguez 1977), they tend to concentrate their purchases at...

... g., Arnold, Oum, and Tigert 1983). For example, Keng and Ehrenberg (1984) find that food **shoppers** **patronize** retail chains in proportion to the market shares of the chains. Because **shoppers** spread their **purchases** among competing stores, retailers use price promotions to increase the likelihood of **shoppers** **visiting** their store for a given shopping occasion. The reduced margin sales to **shoppers** **visiting** the store for the promotion can be viewed as the retailer's cost of attracting additional **shoppers** to the store. We identify promotion **purchases** by **shoppers** attracted to the store by the promotion as the price promotion draw effect. Importantly, some **shoppers** responding to a promotion would not have **visited** the store otherwise. These are the **incremental shoppers** that retail practice **promotions** attract to the store.

In addition to motivating some shoppers to switch stores to take...

15/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)

(c) 1999 Bell & Howell. All rts. reserv.

00554215

91-28572

At Niemann the Focus Is on Customer Commitment

Weinstein, Steve

Progressive Grocer v70n6 PP: 93-98 Jun 1991

ISSN: 0033-0787 JRNL CODE: PGR

WORD COUNT: 2691

...TEXT: stores made animals out of balloons to give to children.

There were other in-store **promotions**. For instance, during **Progressive Grocer's visit** to a Quincy supermarket, numbers were drawn on the floor throughout the store. An announcement on the public address system informed **shoppers** that if they were able to step on a number at that moment they could...

15/3,K/5 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R) Jul

(c) 1999 Resp. DB Svcs. All rts. reserv.

01113282 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Food Lion Launches Frequent Shopper Plan

(Food Lion initiated electronic frequent shopper program throughout chain that issues incremental discounts on certain manufacturer items based on total bill)

Supermarket News, v 45, n 5, p.17

January 30, 1995

DOCUMENT TYPE: Journal ISSN: 0039-5803 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 565

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

Food Lion initiated an electronic frequent **shopper** program throughout the chain that issues **incremental discounts** on certain manufacturer items based on the total bill of a **shopper**. **Customers** investing under \$20 per **visit**, for example, are accorded a 5% discount on items with the MVP Products designation, which amount to around 300 and are changed every 4 weeks. **Shoppers** that spend as much as \$50 in one **visit** are given a 10% discount on certain items and orders higher than \$50 earn a...

TEXT:

...that issues incremental discounts on selected manufacturer items based on a shopper's total bill.

Customers spending less than \$20 on a **visit**, for example, are granted a 5% discount on items designated as MVP Products, which number about 300 and change every four weeks. **Shoppers** spending up to \$50 in a single **visit** receive a 10% discount on selected items, and orders over \$50 earn a 20% discount...

15/3,K/6 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 1999 The Gale Group. All rts. reserv.

03139488

Liquidation World thrives on failures

Globe & Mail (Toronto, Canada) May 6, 1991 p. B4

ISSN: 0319-0714

... Calgary, AB), a discounter, buys as much as it can from troubled companies and then **progressively discounts** the price. The company's strategy also includes offering such a diverse range of goods that **customers** must **visit** weekly to see what bargains they can find. The

company has 2 warehouse locations in...

15/3,K/7 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

08504216 SUPPLIER NUMBER: 17926774 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Fast forward: 1995 was a time of dizzying growth on the Internet and palpable progress on the ECR front. (Efficient Consumer Response) (1995: The Year in Review)
Millstein, Marc
Supermarket News, v45, n52, p17(4)
Dec 25, 1995
ISSN: 0039-5803 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2250 LINE COUNT: 00187

... everyday-low-price strategy to participate in a comprehensive shopper loyalty initiative.

Under the program, **consumers** spending less than \$20 on a **visit** received a 5% discount on any of about 300 designated items. Shoppers spending up to \$50 in a single **visit** received a 10% discount on the selected items, and orders of more than \$50 earned...

14/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01736528 03-87518
Face to face...with Thomas H. Tashjian
Johnson, Jay L
Discount Merchandiser v38n10 PP: 10-11 Oct 1998
ISSN: 0012-3579 JRNL CODE: DMD
WORD COUNT: 1731

...TEXT: and as a result are starting to look the same. That usually prompts the female **shopper** to search for added value and added fashion so she won't be seen at...

...With this scenario, there is usually a renewed interest in the specialty area, which is **gradually** gaining momentum.

In the **discount** store sector, we notice rapid growth of the low-end retailers, due in part to...

14/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01592812 02-43801
Our 1998 sales predictions
Thayer, Warren
Frozen Food Age Ice Cream supplement Supplement PP: 6-10 Mar 1998
ISSN: 0016-2191 JRNL CODE: FFA
WORD COUNT: 1341

...TEXT: hurts (and then some), while retailers are beginning to mine the tip of that "frequent **shopper** data" iceberg. Neither are as likely to be tripped up by guessing wrong about what consumers want, and they're getting better at customizing and targeting **promotions** that effectively produce **incremental** gains.

(Table Omitted)

Captioned as: Freeze Frame: Ice Cream*

-Category management is slowly bearing more...

14/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01571882 02-22871
Managing promotion program participation within manufacturer-retailer relationships
Murry, John P Jr; Heide, Jan B
Journal of Marketing v62n1 PP: 58-68 Jan 1998
ISSN: 0022-2429 JRNL CODE: JMK
WORD COUNT: 8604

...TEXT: enhance their profitability, yet 65% believe they do not receive their fair share of manufacturers' **promotion** dollars (**Progressive Grocer** 1995). Retailers believe they should receive better rewards, because two-thirds of all **consumer purchase** decisions are made in the retail store, rather than prior to store visits (Point-of...

... 1986). From a manufacturer's perspective, more than \$70 billion currently is invested in trade **promotions** (**Progressive Grocer** 1995), with more than \$12 billion spent on point-of-purchase (POP) materials (Marketing...

14/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01542184 01-93172
On with the show
Anonymous
Discount Merchandiser v37n11 PP: 46-48 Nov 1997
ISSN: 0012-3579 JRNL CODE: DMD
WORD COUNT: 240

...TEXT: place mats and cards, basic skill workbooks and flash cards are appropriate for both everyday **incremental** placements and seasonal **promotions** , " says Mark Schantz, Learning Horizons' general manager. "Our seasonal SuperTrays are targeted for 1998 Back-to-School when **shoppers** need educational review materials and for Christmas as stocking stuffers and gifts."

14/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01505866 01-56854
Advertising exposure and advertising effects: New panel-based findings
von Gonten, Michael F; Donius, James F
Journal of Advertising Research v37n4 PP: 51-60 Jul/Aug 1997
ISSN: 0021-8499 JRNL CODE: ADR
WORD COUNT: 5405

...TEXT: this model analyzes panel data, there is some notion who is being affected by what **promotion ; incremental** increases in penetration mean new buyers, while incremental increases in the repeat components mean additional **purchase** occasions from current **buyers** .

Second, the model concentrates on those marketing events which have a real effect, which change...

14/3,K/25 (Item 25 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00306985

86-07399

Sales Promotion: Manufacturers Create Package of Ads, Incentives, Promotions

Edel, Richard

Advertising Age v57n10 PP: 22-27 Feb 6, 1986

ISSN: 0001-8899 JRNL CODE: ADA

...ABSTRACT: inserts, 4. store displays, 5. rebate offers, and 6. prizes relating to the events. Successful **promotions** reward retailers with **incremental** volume and profits. Studies show that **consumers** **purchase** impulse items 600% more often if they have seen the item advertised and if that...

14/3,K/26 (Item 26 from file: 15)

DIALOG(R)File 15:ABI/INFORM(R)

(c) 1999 Bell & Howell. All rts. reserv.

00295719

85-36153

Lot Size Determinations with Quantity Discounts

Tersine, Richard J.; Toelle, Richard A.

Production & Inventory Management v26n3 PP: 1-23 Third Quarter 1985

ISSN: 0032-9842 JRNL CODE: PIM

...ABSTRACT: commonly offer lower unit prices on orders for larger quantities as an economic incentive to **buyers** to **purchase** in bigger lot sizes. There are 2 basic types of quantity discount schedules offered by suppliers: the all-units **discount** and the **incremental discount**. Methods for determining lot sizes in the presence of either type of discount are examined...

14/3,K/27 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R) Jul

(c) 1999 Resp. DB Svcs. All rts. reserv.

02114421 (USE FORMAT 7 OR 9 FOR FULLTEXT)

MasterCard Puts Its Payment Cards On Consumers' Grocery Lists

(MasterCard International launching its seasonal discount promotion with **Flowers USA**; also teaming up with Coca-Cola)

Debit Card News, v 3, n 19, p 6

March 30, 1998

DOCUMENT TYPE: Newsletter ISSN: 1055-176X (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 589

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...MasterMoney cardholders during various special occasions this year, now is soliciting supermarket participation in a **shopper** rebate program to be held this fall that applies to all Mastercard cardholders. In addition...

...launch a "\$3 Savings Days" promotion in which it will provide instant \$3 rebates to **consumers**. The promotion applies to grocery **purchases** initiated with MasterMoney and Mastercard credit cards during any consecutive three-day period chosen by...

...those three days will receive the \$3 discount. In addition to boosting MasterCard awareness, the **promotion** is designed to generate **incremental** sales volume for participating supermarkets by offering **shoppers** instant savings at the point of sale, MasterCard says. In the Coca-Cola promotion, which...

TEXT:

...those three days will receive the \$3 discount.

In addition to boosting MasterCard awareness, the **promotion** is designed

to generate **incremental** sales volume for participating supermarkets by offering **shoppers** instant savings at the point of sale, MasterCard says. Supermarkets have until April 30 to...

14/3,K/28 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R) Jul
(c) 1999 Resp. DB Svcs. All rts. reserv.

02103993 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Master Savings

(MasterCard International this fall will sponsor a "\$3 Savings Days" promotion designed to generate **incremental** sales volume for participating supermarkets)

Card Fax, v 1998, n 56, p 1

March 18, 1998

DOCUMENT TYPE: Newsletter; News Brief ISSN: 0002-7561 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 120

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

Master Savings: MasterCard International this fall will sponsor a "\$3 Savings Days" **promotion** designed to generate **incremental** sales volume for participating supermarkets by offering **shoppers** instant savings at the point of sale, CardFax has learned. The promotion applies to grocery...

14/3,K/29 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R) Jul
(c) 1999 Resp. DB Svcs. All rts. reserv.

01288191 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Ahold's Giant Cuts Prices, Hikes Sales

(Giant Food Stores sees increased HBC orders since launching every-day-low-pricing program)

Supermarket News, v 45, n 38, p 56

September 18, 1995

DOCUMENT TYPE: Journal ISSN: 0039-5803 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 468

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...does a lot of in-store-promotions, including their bonus buy program, which allows the **consumer** to **purchase** a sale item for an extended period of time, from four to six weeks, depending...

...They also do many off-shelf display in their HBC section, and special displays and **promotions**. Giant is very **progressive** in the marketplace," said the source.

"Many food retailers in our area treat HBC as...

14/3,K/30 (Item 4 from file: 9)
DIALOG(R)File 9:Business & Industry(R) Jul
(c) 1999 Resp. DB Svcs. All rts. reserv.

01113282 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Food Lion Launches Frequent Shopper Plan

(Food Lion initiated electronic frequent shopper program throughout chain that issues **incremental** discounts on **certain** manufacturer items based on total bill)

Supermarket News, v 45, n 5, p 17

January 30, 1995

DOCUMENT TYPE: Journal ISSN: 0039-5803 (United States)

LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 565

(USE FORMAT 7 OR 9 FOR FULLTEXT)

(Food Lion initiated electronic frequent shopper program throughout chain that issues incremental discounts on certain manufacturer items based on total bill)

ABSTRACT:

Food Lion initiated an electronic frequent **shopper** program throughout the chain that issues **incremental discounts** on certain manufacturer items based on the total bill of a **shopper**. **Customers** investing under \$20 per **visit**, for example, are accorded a 5% discount on items with the MVP Products designation, which amount to around 300 and are changed every 4 weeks. **Shoppers** that spend as much as \$50 in one visit are given a 10% discount on...

TEXT:

...DENISE ZIMMERMAN

SALISBURY, N.C. -- Food Lion here has launched a chain-wide electronic frequent **shopper** program that issues **incremental discounts** on selected manufacturer items based on a **shopper**'s total bill.

Customers spending less than \$20 on a visit, for example, are granted a 5% discount on...

?

File 15:ABI/INFORM(R) 1971-1999/Oct 01
 (c) 1999 Bell & Howell
 File 16:Gale Group PROMT(R) 1972-1999/Oct 05
 (c) 1999 The Gale Group
 File 148:Gale Group Trade & Industry DB 1976-1999/Oct 05
 (c)1999 The Gale Group
 File 9:Business & Industry(R) Jul 1994-1999/Oct 05
 (c) 1999 Resp. DB Svcs.
 File 647:CMP Computer Fulltext 1988-1999/Sep W4
 (c) 1999 CMP
 File 674:Computer News Fulltext 1989-1999/Sep W3
 (c) 1999 IDG Communications
 File 275:Gale Group Computer DB(TM) 1983-1999/Oct 01
 (c) 1999 The Gale Group
 File 47:Gale Group Magazine DB(TM) 1959-1999/Oct 01
 (c) 1999 The Gale group
 File 621:Gale Group New Prod.Annou.(R) 1985-1999/Oct 05
 (c) 1999 The Gale Group
 File 484:Periodical Abstracts Plustext 1986-1999/Aug W3
 (c) 1999 Bell & Howell
 File 624:McGraw-Hill Publications 1985-1999/Sep 28
 (c) 1999 McGraw-Hill Co. Inc
 File 141:Readers Guide 1983-1999/Jul
 (c) 1999 The HW Wilson Co
 File 553:Wilson Bus. Abs. FullText 1982-1999/Jul
 (c) 1999 The HW Wilson Co

Set	Items	Description
S1	38014	(VISIT?) (N4) (CUSTOMER? OR CONSUMER? OR SHOPPER? OR BUYER? OR PATRON?)
S2	1058	(PROGRESSIVE? OR GRADUATED OR STAGGERED? OR INTERVAL?) (N4) (DISCOUNT? OR REBATE? OR SPECIAL()OFFER? OR PROMOTION? OR VO- UCHER? OR REDEMPTION? OR REFUND?)
S3	1	S1(S)S2
S4	17	S1 AND S2
S5	11	RD (unique items)

5/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01322659

99-72055

Determinants of search for nondurable goods: An empirical assessment of the economics of information theory

Avery, Rosemary J

Journal of Consumer Affairs v30n2 PP: 390-420 Winter 1996

ISSN: 0022-0078 JRNL CODE: JCA

WORD COUNT: 8695

...TEXT: remembered), the instability of prices over time, and the intensity of price dealing (specials, quantity **discounts**, **rebates**, and coupons). The **Progressive Grocer** ("How Consumers Shop" 1992) reports that "routine" shoppers have an average of 20 items...price information are often more clearly presented in store fliers and advertisements available to the **consumer** prior to store **visit**. Results of this study confirm that pre-store search is considered a more optimal search...

5/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01145524

97-94918

The Saudi distribution system: Structure, operation and behaviour

Leonidou, Leonidas C

Marketing Intelligence & Planning v13n11 PP: 27-35 1995

JRNL CODE: MIP

WORD COUNT: 6892

...TEXT: as restaurants, cafeterias, and children's play areas. Overall, Saudis can be described as frequent **shoppers**, **visiting** stores at least every other day, particularly with regard to fast-moving consumer goods purchases...that only one railway service is in operation connecting Riyadh with Dammam at very infrequent **intervals** (Kaminarides and Ford, 1987).

Promotional activities

Most of the promotional activity in the Saudi distribution system is effected by distributors...

5/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00937415

95-86807

Distributing the wealth - Sliding CD-ROM into the consumer channel

Bowers, Richard A

CD-ROM Professional v7n6 PP: 16-32 Nov/Dec 1994

ISSN: 1049-0833 JRNL CODE: LDP

WORD COUNT: 6455

...TEXT: warehouse, a record-keeper, and so forth.

These businesses make their money by trading in **graduated discounts** through their chain of customers. For example, the publisher may be asked to sell the...

... this arrangement, the publisher contracts with a "rep" firm to handle his products. The reps **visit** retail outlets and **buyers**, and sell the product, passing orders directly through to the publisher for fulfillment.

The reps...

5/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00667089

93-16310

Traditional performance appraisal systems: The Deming challenge
Elmuti, Dean; Kathawala, Yunus; Wayland, Robert
Management Decision v30n8 PP: 42-48 1992
ISSN: 0025-1747 JRNL CODE: MGD
WORD COUNT: 5327

...TEXT: relationships with customers. "Each employee meets with customers and it is common for employees to visit their customers . They do so in order to tour the facilities and obtain an appreciation for a...

...term investment".

(2) Involving each employee as an invaluable team member.

(3) Being dedicated to promotions from within.

(4) Enacting progressive programmes such as the open-door, survey-feedback-action, and guaranteed fair treatment policies.

(5...

5/3,K/5 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

03139488

Liquidation World thrives on failures
Globe & Mail (Toronto, Canada) May 6, 1991 p. B4
ISSN: 0319-0714

... Calgary, AB), a discounter, buys as much as it can from troubled companies and then progressively discounts the price. The company's strategy also includes offering such a diverse range of goods that customers must visit weekly to see what bargains they can find. The company has 2 warehouse locations in...

5/3,K/6 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

08056855 SUPPLIER NUMBER: 17105363 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Trade promotions: a call for a more rational approach.
Zerrillo, Philip; Iacobucci, Dawn
Business Horizons, v38, n4, p69(8)
July 17, 1995
ISSN: 0007-6813 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5984 LINE COUNT: 00496

... brands. Despite their costs and risks, new products may increase total dollars spent by the consumer during a shopping visit or enhance the overall potency of a retailer's product offering. Specifically, retailers are not...Ken Partch, "Trophies of the Trade Wars," Supermarket Business, May 11, 1990, pp. 25-33.

"Promotion Concerns," Progressive Grocer, March 15, 1991, p. 3.
Louis W. Stern and Adel I. El-Ansary, Marketing...

5/3,K/7 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

06221725 SUPPLIER NUMBER: 13884724 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The marketing of a professional service: opticians.
Fulop, Christina; Warren, Kevin
International Journal of Advertising, v11, n4, p287(19)
Fall, 1992
ISSN: 0265-0487 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 8729 LINE COUNT: 00720

... also given opticians the opportunity to encourage trial by charging a lower price at intermittent **intervals** or even to distribute **vouchers** giving an entitlement to a free eye test. The latter has the additional advantage of...degree been minimized by the employment of an extensive range of promotional techniques which stimulate **consumers** to visit their opticians.

There exists scope for further expansion of the market. In this country the...

5/3,K/8 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

03332778 SUPPLIER NUMBER: 05152451 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The world of non-foods; 1987 GM-HBA sales manual. (includes sales, margins and percentage change in dollar sales of general merchandise and health and beauty aids)
Snyder, Glenn; Sullivan, Erin
Progressive Grocer, v66, p20(36)
Aug, 1987
ISSN: 0033-0787 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 27760 LINE COUNT: 02187

... tailored to individual retailers. Like Philips' and Sylvania's programs, it may include pricing and **promotional** recommendations.

Beh points to **Progressive** Grocer's Net Profit Study (published in December 1986) and other research showing light bulbs...processing and videotapes into a single marketing group for better merchandising coordination and more concentrated **buyer visits**. Food brokers are also involved.

The firm will be the photo-business sponsor for the...

5/3,K/9 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

01885011 SUPPLIER NUMBER: 02866541 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Upscaling: the profitable direction for discounters.
Chain Store Age - General Merchandise Edition, v59, p31(4)
Aug, 1983
ISSN: 0193-1350 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1686 LINE COUNT: 00131

... other traditional discounters, are trading up too. But, while CAS/Leo Shapiro research shows that **shoppers visit** K mart stores more frequently than upscale stores, their average transaction is lower. Versus Target...

...itself from a traditional discounter to what many observers believe is one of the most **progressive** upscale **discounter** today.

Richway provides a glimpse at a company rebounding from a year of underachievement. Yet...

5/3,K/10 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

01756408 SUPPLIER NUMBER: 02579832 (USE FORMAT 7 OR 9 FOR FULL TEXT)
GM report '83: mixing in new lines, more promos. (general merchandise)
Snyder, Glenn
Progressive Grocer, v62, p40(4)
Jan, 1983
ISSN: 0033-0787 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 994 LINE COUNT: 00081

... 4. Favorable consumer side effects. The crunch on disposable income has some partially redeeming features. **Customers** tend to decrease **visits** to nonsupermarket outlets. They tend to spend more time at home (especially' unfortunately, the unemployed...

...terms of merchandising and operations, the major thrust of GM merchandisers is toward advertising and **promotion**, according to a **Progressive** Grocer survey. A Midwest chain executive reports that he has increased GM promotion to one...

5/3,K/11 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

01751781 SUPPLIER NUMBER: 02623012 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Can there be peace with honor? (Sixth annual dealer survey)
Spinella, Arthur M.
Ward's Auto World, v19, p35(5)
Feb, 1983
ISSN: 0043-0315 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 3400 LINE COUNT: 00273

... and prices.
This is no love-in, though. Dealers still take factories to task over **discount** rates, model proliferation and **staggered** new-car introduction dates.

WAW took a new tack with its 1982-'83 national survey...of domestic showrooms, but not out of the market altogether.

Dealers report the reason younger **buyers** are **visiting** imported automobile showrooms include some old saws Detroit has heard before: "perceived value" and "owner...
?

File 15:ABI/INFORM(R) 1971-1999/Oct 01
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 File 16:Gale Group PROMT(R) 1972-1999/Oct 05
 (c) 1999 The Gale Group
 File 148:Gale Group Trade & Industry DB 1976-1999/Oct 05
 (c)1999 The Gale Group
 File 674:Computer News Fulltext 1989-1999/Sep W3
 (c) 1999 IDG Communications
 File 647:CMP Computer Fulltext 1988-1999/Sep W4
 (c) 1999 CMP
 File 275:Gale Group Computer DB(TM) 1983-1999/Oct 01
 (c) 1999 The Gale Group
 File 484:Periodical Abstracts Plustext 1986-1999/Aug W3
 (c) 1999 Bell & Howell
 File 624:McGraw-Hill Publications 1985-1999/Sep 28
 (c) 1999 McGraw-Hill Co. Inc
 File 553:Wilson Bus. Abs. FullText 1982-1999/Jul
 (c) 1999 The HW Wilson Co
 File 141:Readers Guide 1983-1999/Jul
 (c) 1999 The HW Wilson Co
 File 621:Gale Group New Prod.Annou.(R) 1985-1999/Oct 05
 (c) 1999 The Gale Group

Set	Items	Description
S1	141	PROGRESSIVE?(N2)DISCOUNT?
S2	55	S1 AND RETAIL?
S3	53	S2 NOT PY=1999
S4	45	RD (unique items)
?		

4/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01514807

01-65795

Why the bookstore wars are good

Norton, Rob

Fortune v136n8 PP: 50-54; European 26-27 Oct 27, 1997

ISSN: 0015-8259 JRNL CODE: FOR

WORD COUNT: 868

...TEXT: sleepy business of bookselling. The prime mover was Barnes & Noble, which began shaking up book **retailing** back in the mid-1970s with unheard-of notions like discounting and TV ads. Barnes...

... back too many unsold books (unlike most businesses, where manufacturers sell products to distributors or **retailers** outright, publishers ship lots of books, hoping they'll sell, and agree to take back...

... shows no clear trend over the past dozen years. And publishers resist the obvious alternative: **progressively** deeper **discounts** over time until the books do sell.

The most frequently heard complaint made by both small...

4/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01482354

01-33342

Liquidation World Inc.

Anonymous

Canadian Shareowner v10n6 PP: 23-27 Jul/Aug 1997

ISSN: 0836-0960 JRNL CODE: CAN

WORD COUNT: 1511

...ABSTRACT: that arises out of distress situations and then markets these products through a chain of **retail** outlets. Each company outlet carries hundreds of different items with the specific product mix varying...

...TEXT: that arises out of distress situations and then markets these products through a chain of **retail** outlets. Sources of distress situations include:

retailers who experience bankruptcy, a receivership, store close-outs etc. due to poor economic times or management;

manufacturers who have excess **retail** inventory resulting from production over-runs, product discontinuations, cancelled orders, etc.; and,

insurers who take...

... in an outlet, 'great deals' on other liquidations often lead to impulse purchases. The company **progressively** **discounts** its inventory over a period to ensure a complete liquidation (e.g. 10% off, then...

... and television when special rates are available. Sales staff are typically former employees of other **retailing** firms who have experience in, say, furniture sales.

Projected Revenue Growth
Continued growth is expected...

4/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

01082932

97-32326

Clover - The little chain that could

Lisanti, Tony

Discount Store News v34n16 PP: 13 Aug 21, 1995

ISSN: 0012-3587 JRNL CODE: DSN

WORD COUNT: 506

...ABSTRACT: unusual place for a discounter. The new store reflects the major trends driving the discount **retailing** industry as well as the synergy between Clover and parent Strawbridge & Clothier.

...TEXT: a lot to do with shaping the 24-year-old Clover chain into a modern, **progressive discount retailer**.

In fact, the chain's latest store, which opened two weeks ago in a very unusual location for a discounter, reflects the major trends driving the discount **retailing** industry as well as the synergy between Clover and its department store parent.

Clover's...

4/3,K/4 (Item 4 from file: 15)

DIALOG(R)File 15:ABI/INFORM(R)

(c) 1999 Bell & Howell. All rts. reserv.

01047893

96-97286

The newsboy problem under progressive multiple discounts

Khouja, Moutaz

European Journal of Operational Research v84n2 PP: 458-466 Jul 20, 1995

ISSN: 0377-2217 JRNL CODE: EJO

The newsboy problem under progressive multiple discounts

...ABSTRACT: the apparel industry, involve many cases where multiple discounts are used. Under multiple discounts, a **retailer** has a series of **discounts** that are **progressively** used as the product remains on the shelf. A newsboy problem with multiple discounts is...

4/3,K/5 (Item 5 from file: 15)

DIALOG(R)File 15:ABI/INFORM(R)

(c) 1999 Bell & Howell. All rts. reserv.

00924698

95-74090

NE regionals upscale RTA mix

Andreoli, Teresa

Discount Store News v33n20 PP: 19 Oct 17, 1994

ISSN: 0012-3587 JRNL CODE: DSN

WORD COUNT: 1010

...TEXT: Jamestown, N.Y., a leading furniture supplier to the mass market. "They are the most **progressive discount** RTA seller in their market. They know if they don't meet the needs of...

... Caldor, proves how willing they are to test the envelope on merchandising," Gelke added.

The **retailer** has expanded its selection beyond oak to appeal to urban Northeast markets, Gelke commented. The...

... of both steel and wood construction, earned a separate run. A Morton Booth Wooden Cabinet **retailed** for \$109.97.

"Kmart is probably in the top two discounters when it comes to...

4/3,K/6 (Item 6 from file: 15)

DIALOG(R)File 15:ABI/INFORM(R)

00918633

95-68025

1994 power brands - Part 1

Liebeck, Laura

Discount Store News v33n19 PP: 25-61 Oct 3, 1994

ISSN: 0012-3587 JRNL CODE: DSN

WORD COUNT: 9592

ABSTRACT: "According to Discount Store News' 1994 Top Brands Survey of **retailers**, 38% of discount store managers said the number of national name brand products carried by...

...TEXT: the rise in private label goods.

According to DSN's 1994 Top Brands Survey of **retailers**, 38% of discount store managers said the number of national name brand products carried by ...

... of its polled managers reporting that PL grew in the past year; and 15% of **retailers** surveyed said PL merchandise also grew in household cleaners and chemicals, supported largely by responses...

... the industrywide trend of vendor consolidation. At that time, nearly half (48%) of all discount **retailers** surveyed in the annual brands report said national brands were on the rise at their stores.

However, over the years, the average number of brands mentioned by **retailers** as top performers in specific categories has increased, from 2.0 brands in 1990 to...

... the fewest number of average top performing brands was greeting cards, 1.2, generally because **retailers** only carry one brand of greeting cards per store. Computer hardware was next with an...

... had increased in the past year, and at regional upscale discounters. Nearly half of the **retailers** in this category said branded H&BC grew in the last 12 months.

Brand ... resurgence is driven by Wal-Mart, while compared to its two national rivals, the largest **retailer** is all but ignoring Chic.

Chic is very highly regarded at both Kmart and Target...

...NO.1 IN CHILDREN'S APPAREL

Hanes made it to the head of DSN's **retailer** top brands list for the first time in 1994. It captured the largest proportion of...

... mentions of any brand ever in the children's apparel category: a full quarter of **retailers** included Hanes among their best performing brands. This achievement came even as Fruit of the Loom surged to its highest-ever share, with just over one in five discount **retailers** calling it a best performing brand.

Hanes' profile at Kmart was twice as strong as...other chains gave high ratings for this brand. Also, Wal-Mart managers were the only **retailers** to name Liberty, exclusive to the chain, and Garanimals as top performers.

Rustler for children...

... big blue jean manufacturers comprised the top six men's apparel brands mentioned by discount **retailers**. Rounding out the 1994 Top 10 brands were Dickies, BVD, Gitano and Manhattan.

Levi's...

... as its withdrawal of the brand from the discount channel has finally taken root in **retailers**' brand consciousness.

Power Brands Index, which combines **retailer** and consumer ratings. Part 2 will be published in the Oct. issue of DSN.

In...

... in each department were then ranked based upon the percentage of mentions they received from **retailers**.

This study presents overall rankings, as well as breakouts on how the top brands performed...

4/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00806484 94-55876
Power up the store!
Rouland, Renee Covino
Discount Merchandiser v33n10 PP: 40-42+ Oct 1993
ISSN: 0012-3579 JRNL CODE: DMD
WORD COUNT: 1600

...TEXT: clubs continue to increase in market share and now account for 49 percent of total **retail** battery sales.

"Mass merchandisers have long realized that batteries offer favorable profit margins and an...

... power, high-profit battery products will continue to grow over the next years in mass **retail** outlets."

"Discount **retailers** should never lose sight of their proven-successful ways to merchandise batteries," adds Gary Baker...

... cross merchandising techniques, promotions and advertising, off-shelf displays, and in-store signage. "
Baker believes **progressive discounters** are, for the most part, following this advice. However, he feels there's still room for improvement, especially in promotion. "**Retailers** could further improve their profits if they tied in more themes and holidays with battery...

... than 140 hours. This is a 42 percent performance improvement over a period in which **retail** prices increased at about half that rate.

To show its commitment to alkaline, Panasonic has...70 percent of the business, probably for many years to come, and the manufacturers and **retailers** who promote alkaline in the right way are still going to be the leaders in...

...to get to where it is today. But we'll be educating the consumer and **retailer**, getting them to understand how well lithium performs, especially in heavy-drain devices such as...

4/3,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
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00798361 94-47753
National financial markets
Anonymous
Financial Market Trends (France) n56 PP: 115-146 Oct 1993
ISSN: 0378-651X JRNL CODE: FMT
WORD COUNT: 6291

...TEXT: first quarter, and narrow money supply dropped by 0.6 to 2.4 percent. The **discount** rate was **progressively** reduced from 11 percent in

April to 9 percent in July. Following the Bundesbank half...remained unchanged at 10.4 percent. Some concerns about inflationary pressures have reappeared, as the **retail** prices index rose in the year to August by 1.7 percent. The year-on... enjoy the competitive-enhancing benefits of low inflation. In the Netherlands the latest figures show **retail** sales up and unemployment below the European average (despite an increase to 8.3 percent ...

4/3,K/9 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00759766

94-09158

How to turn one DI sale into 100

Torbett, Kenneth B
Life Association News v88n9 PP: 92-96 Sep 1993
ISSN: 0024-3078 JRNL CODE: LAN
WORD COUNT: 1868

...TEXT: with more simplified underwriting than if they had bought the coverage individually. Insurers often offer **progressive discounts** based on the size of the case and the degree of employee participation.

Coupled with... We've found that this program is an appealing employer sponsorship plan, especially in manufacturing, **retail** trade, wholesale trade and business services.

It's a winning combination: flexibility, relatively low cost...

4/3,K/10 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
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00727332

93-76553

Performance Management

Gilman, Alan L.
Chain Store Age Executive v68n7 (Section 1) PP: 92 Jul 1992
ISSN: 0193-1199 JRNL CODE: CSA
WORD COUNT: 765

ABSTRACT: A **progressive discount** store chain is using category management to sustain and improve profit margins. Category management refers...

... initiatives like micro-merchandising and direct product profitability (DPP). Christopher Sang of Arthur Andersen's **Retail** Practice Group explains that category management requires that each product category be managed as a...

TEXT: In today's mature **retail** environment, the struggle to sustain and improve profit margins grows fiercer with each passing month...

...strategic decisions are made at the item, category and vendor levels.

Seeking solutions, this **progressive retailer** is turning to an emerging **retail** concept--"category management." While definitions abound, category management refers to profit enhancing initiatives like micro...

... as a strategic business unit," explains Christopher Sang, operational consulting specialist for Arthur Andersen's **Retail** Practice Group. "Like any business owner, the category manager should operate by the principle of ...

...on a timely basis to support tactical decisions," Sang underscores.

"Traditional methods, such as the **retail** inventory or the estimated gross profit methods, simply don't cut it," says Sang. "These..."

... understanding of the net delivered cost or DPP of a vendor's goods, it allows **retailers** more effective vendor negotiations.

* Activity-based standards used for DPP cost buildup can also be used to schedule and evaluate distribution center and store operations performance levels.

* The **retail** stock ledger with the **retail** inventory method becomes obsolete.

The discount chain mentioned here is taking on the category management challenge through the marriage of three critical business applications:

1. POINT-OF-SALE SCANNING: **Retailers** initially installed scanning for three reasons: price control, labor efficiency and customer service. Additional benefits have come from sales and promotion analysis and computer-assisted replenishment applications.

This **retailer**, however, is taking the technology a step further. Leveraging off of investments already made, the...

...approach, providing actual direct margin measures.

This is what DPP was meant to be: the **retailer**'s activity-based costing. Alan L. Gilman, managing partner, **retail** industry services, Arthur Andersen & Co. (Detroit), is responsible for the worldwide Consumer Products Industry practice which includes **retail**, wholesale and food distribution, apparel manufacturing, food processing and transportation industries.

4/3,K/11 (Item 11 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 1999 Bell & Howell. All rts. reserv.

00657872 93-07093
Housing Subsidies, Inequality and Affordability: Evidence from Glasgow
Hancock, Karen; Munro, Moira
Fiscal Studies v13n4 PP: 71-97 Nov 1992
ISSN: 0143-5671 JRNL CODE: FCS
WORD COUNT: 9935

...TEXT: house, r is the real rate of return to housing, Θ is the rate of **retail** price inflation, D_{2i} is that part of the mortgage debt which does not... in the bottom decile of Glasgow's income distribution). The subsidy from Right-to-Buy **discounts** is also **progressive** within owner-occupation, since those who purchase council housing tend to be poorer on average... $i + D_{1i} + (r + \Theta) D_{2i}$

where Θ is the rate of **retail** price inflation and t_i is his marginal rate of income tax.

The landlord...

4/3,K/12 (Item 12 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
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00599515 92-14688
Direct Contracting: Employers Look to Hospital-Physician Partnerships to Control Costs
Johnsson, Julie
Hospitals v66n4 PP: 56-60 Feb 20, 1992
ISSN: 0018-5973 JRNL CODE: HPT
WORD COUNT: 2011

...TEXT: the actuarial, benefit and compensation group at Coopers &

Lybrand, Chicago.

"We want to stop paying **retail** prices for health care," says Tracy Lee, manager of employee benefits at Progressive Corp., Cleveland...

...that started direct contracting in six cities on Jan. 1. "We were stupid to pay **retail**," he says.

The best way to create long-term benefits savings is by eliminating third ... We avoid paying access fees, and we are focusing on our employees' needs."

For physicians, **Progressive** negotiated **discounts** from standard "Usual, Customary and Reasonable Charges" contracts. The employer used a variety of pricing...

...discounted fee-for-service to per diem rates or case rates, Ahlers adds.

For example, **Progressive** negotiated straight **discounts** with St. Mary's for the 600 Progressive beneficiaries in the Richmond, VA, area, says...

4/3,K/13 (Item 13 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
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00511588

90-37345

Brand Report: Service, Please

Bagot, Brian

Marketing & Media Decisions PP: 79-83 Aug 1990

ISSN: 0195-4296 JRNL CODE: MED

ABSTRACT: Mergers and acquisitions by nonmerchants in the 1980s have loaded **retail** stores with crushing debt. Analysts say the influx of nonretailers and their overextension of capital...

... as difficult to do that while downplaying price and accenting service. The shakeup will cause **retailers** to look at different ways of using media. Cable-television usage will increase in some...

... TV are expected to grow because print alternatives have not made their cost-effectiveness apparent. **Retailers** are likely to focus on keeping current consumers happy with direct marketing activity, frequent-shopper programs, captive credit cards, and **progressive** volume **discounts**, rather than stealing customers via price. Some major department stores, chains, mass merchants, and specialty...

DESCRIPTORS: **Retailing** industry...

4/3,K/14 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

05358423

NE regionals upscale RTA mix

Discount Store News October 17, 1994 p. 19

ISSN: 0012-3587

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 1027

...Jamestown, N.Y., a leading furniture supplier to the mass market. 'They are the most **progressive** **discount** RTA seller in their market. They know if they don't meet the needs of...

...Caldor, proves how willing they are to test the envelope on merchandising,' Gelke added.

The **retailer** has expanded its selection beyond oak to appeal to urban Northeast markets, Gelke commented. The...

...of both steel and wood construction, earned a separate run. A Morton Booth Wooden Cabinet **retailed** for \$109.97.

'Kmart is probably in the top two discounters when it comes to...

4/3,K/15 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05344233

Rising stars, newcomers climb cosmetics charts

Discount Store News October 3, 1994 p. 35

ISSN: 0012-3587

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 311

...conventional regional chains.

Revlon was mentioned as a top performer by more than half the **retailers** in the survey but by six out of 10 managers at Wal-Mart - making it...

...share.

Max Factor is at its highest performance rating ever, with nearly one-third of **retailers** citing it as a leader - almost twice its '93 rating. The brand is in a...

...Oreal and Almay has eroded some of the lead held by the top three brands.

Discounters have **progressively** updated, improved and expanded their cosmetics presentation, allowing franchise brands to advance. The result: discounters...

4/3,K/16 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

04584951

Ocean carriers come up short in J.C. Penney performance rating

Traffic World June 28, 1993 p. 35

ISSN: 0041-073X

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 1253

by John H. Perser

Retailer J.C. Penney Co. got a big surprise when it set out to grade the...

by John H. Perser

San Francisco

Retailer J.C. Penney Co. got a big surprise when it set out to grade the...time around. In 1993, only two transpacific shippers got service contracts from ANERA that included **progressive discounts** tied to volume commitments. Maleski wants the same thing. In fact, he said, Penney founded...

4/3,K/17 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

03616585

Kodak: AND THE MORE PICTURES GET TAKEN, The Greater The Rewards In Photofinishing

Drug Store News February 3, 1992 p. 18

ISSN: 0191-7587

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 309

... years to nearly \$5 billion, Wolfman reports. Film processing is the cornerstone of any successful retail photo department, accounting for 40% of consumer spending on photography. Moreover, the service yields 28...

... ability to please consumers and foster store loyalty - if quality results and timely service combine.

Progressive drug and **discount** merchants are capitalizing on this strength by giving consumers added value. Double prints and larger...

... for quality, costs, timeliness and acceptance by consumers. In a Lebharr-Friedman survey, 78% of **retailers** polled said processing volume rises 37% on average when they install in-store labs. And...

...years to nearly \$5 billion, Wolfman reports. Film processing is the cornerstone of any successful **retail** photo department, accounting for 40% of consumer spending on photography. Moreover, the service yields 28...

...ability to please consumers and foster store loyalty - if quality results and timely service combine.

Progressive drug and **discount** merchants are capitalizing on this strength by giving consumers added value. Double prints and larger...

...for quality, costs, timeliness and acceptance by consumers. In a Lebharr-Friedman survey, 78% of **retailers** polled said processing volume rises 37% on average when they install in-store labs. And...

4/3,K/18 (Item 5 from file: 16)
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02551118

AMES FILES CHAPTER 11

Daily News Record April 27, 1990 p. 1

ISSN: 0162-2161

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 633

... door wide open for Wal-Mart to invade the Northeast, men's wear suppliers and **retail** analysts speculated Thursday.

Since Ames' financial problems surfaced earlier this year, the Rocky Hill, Conn.-based **retailer** has already closed, or plans to close, 148 former Zayre stores. Market sources expect an...

...door wide open for Wal-Mart to invade the Northeast, men's wear suppliers and **retail** analysts speculated Thursday.

The Ames Filing Facts, Page 15.

Since Ames' financial problems surfaced earlier this year, the Rocky Hill, Conn.-based **retailer** has already closed, or plans to close, 148 former Zayre stores. Market sources expect an...

...been located in the southwestern corner of the state.

Kurt Barnard, publisher of Barnard's **Retail** Marketing Report, said Thursday, "Wal-Mart is poised to jump into the Northeast -- they're...

...Inc., said, "A lot of the stores Ames closes will be picked up by other **progressive discount** chains, such as Wal-Mart, Target, K mart, etc. The good ones will survive in...

4/3,K/19 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01632918

VAR AND DEVELOPER'S TOOLS FOR "CASH-DRAWER" RELEASED BY CREATIVE SYSTEMS.
NEWS RELEASE April 7, 1987 p. 11

... and Version 2.5 (single user). Cash-Drawer Version 2.5 (single user software) is **retail** priced at \$1295. Cash-Drawer Version 3.0 (multi-user software) **retails** at \$1895. Customization Packages are \$2,500 and \$3,000, respectively. Reseller **discounts** are **progressive**.

4/3,K/20 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

10432198 SUPPLIER NUMBER: 21079446 (USE FORMAT 7 OR 9 FOR FULL TEXT)
That's entertainment: megacomplexes offer one-stop, nonstop activities.
(South Florida)
Nigro, Dana
Meetings & Conventions, v33, n9, p68(5)
August, 1998
ISSN: 0025-8652 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2938 LINE COUNT: 00229

...ABSTRACT: the Clematis Street District with its variety of stores ranging from art galleries to jewelry **retail** outlets.
... 764-3460), accessible by boat via the Intracoastal Waterway. A mix of international and local **retailers** share an open-air courtyard, often the site of live music performances. Rent the courtyard...

...s newly revitalized Clematis Street District blends old Florida's restored storefronts with fashionable clothing **retailers**, art galleries, jewelry stores and home furnishing shops. Choose from dine-arounds at more than...

...305-444-0777) and Streets of Mayfair (305-448-1700). The two will arrange shopping **discounts**, dine-arounds, **progressive** dinners or private parties for groups of several hundred. CocoWalk venues include Club St. Croix...

4/3,K/21 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

09387193 SUPPLIER NUMBER: 19245061 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Electronic advisory services are coming; rather than burying retail customers with tons of information, AI can be instrumental in offering tailored advice.(artificial intelligence)(FutureBanking)
Bers, Joanna Smith
American Banker, v162, n51, p4A(1)
March 17, 1997
ISSN: 0002-7561 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 481 LINE COUNT: 00044

Electronic advisory services are coming; rather than burying retail customers with tons of information, AI can be instrumental in offering tailored advice.(artificial intelligence...
... package.

Until now, that "package" has been the product and information services offered by more **progressive discount** brokerage houses. But the package is evolving into electronically generated and delivered advisory services, the...

4/3,K/22 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

09185962 SUPPLIER NUMBER: 18954566 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Miami: sun-drenched crossroads of the Americas.
Charlesworth, Eric
Inside Media, v8, n21, p31(2)
Nov 13, 1996
ISSN: 1046-5316 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1399 LINE COUNT: 00157

... the beach." He says Miami is a top place for "South Americans to do their **retail** shopping...especially Brazilians," noting around 30 percent

of Miami's **retail** business emanates from those living abroad. Also, the area is barraged with numerous business conventions...

4/3,K/23 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

09060328 SUPPLIER NUMBER: 18711179 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Managing the productivity loop.(apparel retailing)(includes related article on Management Horizons Div.'s retail industry predictions) (Retail Perspectives)
WWD, v172, n59, pR18(11)
Sep 25, 1996
ISSN: 0149-5380 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 12506 LINE COUNT: 01027

Managing the productivity loop.(apparel retailing)(includes related article on Management Horizons Div.'s retail industry predictions) (Retail Perspectives)

ABSTRACT: Apparel **retailers** of all stripes are currently caught in the productivity paradox. Individual apparel **retailers** from specialty to chain stores are seeing their profit margins diminish as total industry sales...

...operations to maintain sales volume at a level that will sustain high productivity are forcing **retailers** to either consolidate or go out of business. **Retailers** need to devise sales strategies that will allow them to harness productivity without becoming victims...

TEXT:

After 15 years of no growth, **retail** productivity took off in the mid-1980s, driven by a variety of factors - the rise...

... growing problem with profitability, and widespread bankruptcy and consolidation. The problems are not unique to **retailing**. From airlines to telecommunications, from banking to manufacturing, productivity growth paradoxically has been followed by...

...the less profitable the individual players. This paradox is the heart of what now plagues **retailing**.

The productivity paradox has been created by the development of an operating strategy often referred...

...productivity loop. The productivity loop in action can work in a number of ways. A **retailer** can work closely with suppliers to reduce distribution costs. It can invest in technology to...

...With the reduction in selling, general and administrative costs as a percentage of sales, the **retailer** can reduce gross margins. Lower gross margins will allow the **retailer** to cut prices. Lower prices will lead to greater sales and market share. Higher sales...

...margin dollars, despite the reduction in gross margin percentage.

With more gross margin dollars the **retailer** can invest more in technology, stores or supplier relationships to further reduce costs as a ...

...together - repeat it forever, if possible - and that's the productivity loop in action.

Unfortunately, **retailers** are discovering they cannot stay in the loop forever. Rising costs as a percentage of...

...of the efficiency that can be derived from the productivity loop has been achieved. Many **retailers** now face increasing costs to scale. Further expansion of existing concepts drives up costs as...

...A) as a percentage of sales. At some point in the life cycle of all

in 1994. Going forward, an increasing share...

...to exert downward pressure on prescription drug margins, historically the bread and butter of the **retail** drug industry.

Power in Numbers

The managed-care evolution has created an environment in which...

...aging adults with greater need for these type products has also fueled interest.

Some drug **retailers** are capitalizing on these trends by exploring home health care opportunities. For example, American Stores...

...INDUSTRY CODES/NAMES: RETL **Retailing** ;
DESCRIPTORS: **Retail** industry...
PRODUCT/INDUSTRY NAMES: 5200000 (**Retail** Trade...

4/3,K/24 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

08872385 SUPPLIER NUMBER: 18441608
Big increase in UK third country beef imports.
Agra Europe, n1701, pM3(1)
June 21, 1996
ISSN: 0002-1024 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 564 LINE COUNT: 00046

... UK market instead.
Unusually high shipments from South America
This means that relatively light domestic **retail** supplies in the UK have created conditions which relieve some of the supply pressure caused...

...Uruguay losing 23% of their value over the last two weeks. Another reason for the **progressive discounting** is competition between Weddel Swift, which has taken over the distribution of beef coming in...

4/3,K/25 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

08512437 SUPPLIER NUMBER: 18073749 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Building a presence. (interview with Gambrinus Co.'s Carlos Alvarez and Ron Christesson) (Interview)
Modern Brewery Age, v47, n5, pS20(6)
Jan 29, 1996
DOCUMENT TYPE: Interview ISSN: 0026-7538 LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 5747 LINE COUNT: 00419

... people questioned whether Corona deserved that phenomenal growth. The question started being asked at the **retail** level, at the consumer level, and throughout the distribution system.
Through the extensive research that...

...into negative numbers. That's what was happening to us. We'd go into a **retail** account, and ask how Corona was doing. They'd say "it's not doing very...

...on in the December time frame for a January 1 increase. The distributors and the **retailers** were taking a margin on that increase as well. So the 65 cent increase from...a bold move, it was aggressive move, and we were aggressive with the distributors and **retail** chain to make sure they followed through with us. The strategies stayed consistent, so that...

...bit distressed, the first thing you do is start throwing price promotion dollars at it. **Progressively discounting**, trying to buy your way

through the system in that fashion. Gambrinus has really been...
sophistication, skill levels and the focus of the company evolved over time
towards managing the **retail** tier and the distribution system. Once we
supplied product, the focus turned to getting better distribution and shelf
space, managing the **retail** price. But taking on that responsibility and
taking on that assignment meant a pretty aggressive...

4/3,K/26 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

07554033 SUPPLIER NUMBER: 15819171 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**NE regionals upscale RTA mix: chains feature eye-catching displays, stylish
product. (northeastern regional discount chains; ready-to-assemble
furniture)**

Andreoli, Teresa

Discount Store News, v33, n20, p19(1)

Oct 17, 1994

ISSN: 0012-3587

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1102 LINE COUNT: 00083

... Jamestown, N.Y., a leading furniture supplier to the mass market.
"They are the most **progressive discount** RTA seller in their market.
They know if they don't meet the needs of...

...Caldor, proves how willing they are to test the envelope on
merchandising," Gelke added.

The **retailer** has expanded its selection beyond oak to appeal to
urban Northeast markets, Gelke commented. The...

...of both steel and wood construction, earned a separate run. A Morton
Booth Wooden Cabinet **retailed** for \$109.97.

"Kmart is probably in the top two discounters when it comes to...

INDUSTRY CODES/NAMES: RETL **Retailing**

4/3,K/27 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

06718978 SUPPLIER NUMBER: 14442268 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**AT&T Business Communications Services: AT&T-BCS major offerings. (Outbound
Business Services, Outbound Network Services, Custom Agreements, Combo
Plans, Inbound Services, Inbound Applications, Data Communications
Services)**

EDGE, on & about AT&T, v8, n270, p47(1)

Sept 27, 1993

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 6019 LINE COUNT: 00513

... Distributed Network Service - a long distance volume discount
service similar to SDN that provides customers **progressive discounts**,
an unlimited number of participating locations, and rapid provisioning for
direct-dial domestic and international...Caribbean, and Latin America.

AT&T Skynet MallSat Service - A data networking service for specialty
retailers that provides a "virtual private line" connection between a
retailer's stores and HQ data center and/or other information service
providers.

AT&T Tridom...

4/3,K/28 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

05875774 SUPPLIER NUMBER: 12248987 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Window fashion merchandising reaches new tier at mass retail. (The Science of the SKU)

Discount Store News, v31, n9, pS14(1)

May 4, 1992

ISSN: 0012-3587

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 480

LINE COUNT: 00038

Window fashion merchandising reaches new tier at mass retail. (The Science of the SKU)

TEXT:

If most **retailers** have been in the shade for so long on how to merchandise window fashions effectively, some **progressive discounters** today are seeing dramatic results with a well-organized, space-efficient selling system from Curtron.

... figures at the nation's most demanding chains. Some proven benefits: --The country's largest **retailer** raised top treatment sales by 180% when it began using the Curtron Selling System. --A...

...1 million in repacking costs this year thanks to the brand's reclosable boxes. --Another **retailer** posted 7 annual turns in this category. --On average, merchants generate a huge \$1,500...

...time-pressed consumers.

People can't count on discount store clerks to educate them, and **retailers** can't afford that. The unique Curtron Selling System combines live product headers that show...

...to give free fixtures with full display purchase, is committed to smart space management at **retail**. Fixtures include 48-inch displays that hold as much as \$4,000 worth of product...

...packaging on the widest selection of styles and colors--enable Curtron to partner effectively with **retailers** and build on its 22% market share in the top treatment segment of the curtain...

...Indeed, Curtron High Hats are packed one to a box (reclosable and product-protective) and **retail** from \$9.99 to \$49.99, on a typical markup 40% to 55%. Their popularity...

...enables mass merchants to turn the section over 7 times annually--outpacing other general merchandise **retailers**.

That financial performance is just part of the Curtron advantage. Curtron High Hats are ideal for **retailers** to cross merchandise with mini-blinds and create powerful home living statements. And the brand...

INDUSTRY CODES/NAMES: RETL **Retailing**

4/3,K/29 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)1999 The Gale Group. All rts. reserv.

04865389 SUPPLIER NUMBER: 09071576 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Service, please. (retail trade) (Brand Report)

Bagot, Brian

Marketing & Media Decisions, v25, n8, p79(5)

August, 1990

ISSN: 0195-4296

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 3784

LINE COUNT: 00297

Service, please. (retail trade) (Brand Report)

TEXT:

Retailing. It's a tough business even when things are going strong. Now it's getting...

... Teller, both acquired by Australian developers, closed last year. Analysts say the influx of non-**retailers** and their over-extension

...took \$79.8 million of the budget last year.

Penney is also a leader in **retailing** technology with its decentralized buying system. "They have a direct broadcasting system in which buyers...attract the educated, fairly well-to-do, price-conscious, value-oriented consumer," says Tony Howard, **retail** analyst with Crowell, Weedon & Co. "These people are willing to accept a slightly higher price...

...the industry where most people are on straight salary or hourly wage," says David Willimason, **retail** analyst for Advest Group, Inc. "They look for people who want to make careers out...

...s Day. Total cost: \$94,157.

The Gap

The Gap is as a moderately-priced **retailer** of fashion oriented, casual, private-label apparel targeted toward an extraordinary wide range of consumers...

...Advertising last year as tracked by LNA totaled \$7.2 million. But unlike most other **retailers**, the bulk of the money went to magazines, \$5.8 million, while newspapers received only...

CAPTIONS: **Retail** media expenditures. (table)

DESCRIPTORS: **Retail** industry...

4/3,K/30 (Item 11 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)1999 The Gale Group. All rts. reserv.

04602021 SUPPLIER NUMBER: 09054993 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The price is right. (marketing and pricing in the printing industry)

Mallardi, Vincent

American Printer, v205, n2, p44(4)

May, 1990

ISSN: 0744-6616

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 2502 LINE COUNT: 00194

... the auto industry.

Another price-list giver in Cincinnati found that he had to reward **progressive discounts** to those clients buying more from him. "They would complain that one-time buyers should...thousand net of prep and makeready; yet, as a celebrity poster or fad item, the **retail** value might be \$5.00 each.

Taken an additional step, downstreaming can include taking on...

...back we found that color separation growth was less than we expected," he recalls.

"Discount **retailing** looked good to us," Hanssen explains, noting that the first discount party goods stores were...

...manufacture." As a result of the early success of Factory Card Outlet, three major national **retailers** have approached Hanssen about in-store expansion throughout the country.

"The original idea was to...

4/3,K/31 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)1999 The Gale Group. All rts. reserv.

04496820 SUPPLIER NUMBER: 08134882 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Liquidation sale begins in 67 remaining Foxmoor stores; maximum price of \$14.99 set on all apparel.

PR Newswire, 0208NY001B

Feb 8, 1990

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 400 LINE COUNT: 00032

... Iowa, Missouri, Tennessee and Kentucky. The inventory, which is

valued at approximately \$12 million at **retail** , was consolidated in the 67 units from 282 stores that were closed last month after...

...a maximum price of \$14.99 has been set for all apparel. The merchandise originally **retailed** for \$20 to \$60. All outerwear, now priced under \$50, originally sold for up to \$220.

An initial test of the program, which deviates from traditional **retail** liquidation practices of **progressive discounts** , contributed to 100 percent-plus gains in daily sales last weekend without the benefit of ...

...being sold by Keen Realty, Great Neck, N.Y. Parent company Dylex operates 15 specialty **retail** chains in the U.S. and Canada, including the Wet Seal and NBO Menswear chains...

4/3,K/32 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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03902539 SUPPLIER NUMBER: 07563073 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Profits fall, Hayes exits Waterford: Byrne CEO in wake of crystal woes.

(Paddy Hayes, Paddy Byrne)

Fallon, James

HFD-The Weekly Home Furnishings Newspaper, v63, n17, p63(2)

April 24, 1989

ISSN: 0746-7885

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1057 LINE COUNT: 00086

... USA, said in February that it would close between 30 and 40 percent of its **retail** accounts.

The Waterford Glass Group admitted that progress on the restructuring has been slower than...

...our fundamental planks," he said. "We believe it is important to be represented in the **retail** sector."

Waterford said it remains optimistic over its long-term prospects, with Wedgwood demonstrating consistently...

...for expanding Wedgwood's sales -- especially in the U.S. and Europe," the group said. "**Discounting** is being **progressively** eliminated and the investment in advertising and **retail** development is proving successful."

A return to profitability at Waterford depends on how rapidly the...

4/3,K/33 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

03500565 SUPPLIER NUMBER: 06321829 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Index of employers. (hospital profiles) (Nursing Opportunities supplement)

RN, v51, n1, pS6(377)

Jan, 1988

ISSN: 0033-7021

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 210302 LINE COUNT: 18943

... and delivery, mother/infant unit; pediatrics.

Hahnemann houses a major radiation therapy center, cancer institute, **progressive** cardiovascular institute including a new cardiac rehabilitation program, and a major mental health sciences center...

4/3,K/34 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)1999 The Gale Group. All rts. reserv.

03460397 SUPPLIER NUMBER: 06228102 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Gus Mayer liquidation to begin Feb. 18.

PR Newswire, 0217NY50

Feb 17, 1988

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 389 LINE COUNT: 00030

NEW ORLEANS, Feb. 17 /PRNewswire/ -- Gus Mayer, the ladies' fashion **retailer** that has been doing business here since 1900, will begin liquidating its entire stock of...

...apparel this week.

The sale will start on Thursday, Feb. 18 for holders of the **retailer**'s store credit card, and on Friday, Feb. 19 for the general public.

Buxbaum, Ginsberg...

...Shopping Center. Merchandise will be offered at 25 percent off the lowest ticketed price, with **progressively** greater **discounts** instituted as the sale goes on.

As the Gus Mayer inventory, valued at \$2.8 million **retail**, is sold off, the sale will be consolidated into one of the two stores.

Gus...

4/3,K/35 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)1999 The Gale Group. All rts. reserv.

02830535 SUPPLIER NUMBER: 04091031 (USE FORMAT 7 OR 9 FOR FULL TEXT)

CES: chains gear up to serve repeat buyer. (Consumer Electronics Show)

Discount Store News, v25, p25(2)

Jan 6, 1986

ISSN: 0012-3587

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1478

LINE COUNT: 00112

... the days of low-end vulnerability, said many chain buyers, will soon be history.

More **progressive discounters** like K mart and Bradlees have already realized this and have totally redesigned their respective...

INDUSTRY CODES/NAMES: RETL **Retailing**

4/3,K/36 (Item 17 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)1999 The Gale Group. All rts. reserv.

01885011 SUPPLIER NUMBER: 02866541 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Upscaling: the profitable direction for discounters.

Chain Store Age - General Merchandise Edition, v59, p31(4)

Aug, 1983

ISSN: 0193-1350

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1686

LINE COUNT: 00131

The rush in discounting, as it is in all **retailing**, is to upscale--upgrade Get a higher price point. And, if Get a higher price...

...and operating income.

What makes an upscaler: a combination of factors working together.

Upscale discount **retailers** concentrate on the look and feel of their stores. To attract the higher-income customers...

...appealing store, one that invites them in rather than takes them for granted. While most **retailers** strive for a pleasing environment, upscalers work toward a coordinated look that is backed by...itself from a traditional discounter to what many observers believe is one of the most **progressive upscale discounter** today.

Richway provides a glimpse at a company rebounding from a year of underachievement. Yet...

. INDUSTRY CODES/NAMES: RETL Retailing ;
...DESCRIPTORS: Retail industry

4/3,K/37 (Item 1 from file: 647)
DIALOG(R)File 647:CMP Computer Fulltext
(c) 1999 CMP. All rts. reserv.

01152038 CMP ACCESSION NUMBER: INW19980202S0024
**The passive turns aggressive - Telcos launch campaigns to sell
custom-calling services** (Information Services)
Anne Zieger
INTERNETWEEK, 1998, n 700, PGT25
PUBLICATION DATE: 980202
JOURNAL CODE: INW LANGUAGE: English
RECORD TYPE: Fulltext
SECTION HEADING: Telepath
WORD COUNT: 1768

... together groups of services that are targeted at niche audiences
and sells the packages through **retail** channels. "As the industry becomes
more proactive, we're going to have to become more...

...the things that you crave.' "

Tailor service, savings

Another approach is to offer customers a **progressive discount** as
they add new services. That's the strategy GTE Network Services has chosen
as...SoloPoint SmartScreen-which PacBell sells to voice-mail customers for
\$69.95, even though it **retails** for around \$100-lets users listen to
callers as they leave messages and receive a...

4/3,K/38 (Item 2 from file: 647)
DIALOG(R)File 647:CMP Computer Fulltext
(c) 1999 CMP. All rts. reserv.

00575809 CMP ACCESSION NUMBER: CRN19900219S3650
Software simplified
T.C. DOYLE
COMPUTER RESELLER NEWS, 1990, n 355, 3
PUBLICATION DATE: 900219
JOURNAL CODE: CRN LANGUAGE: English
RECORD TYPE: Fulltext
SECTION HEADING: NEW
WORD COUNT: 926

... agreement. The Pak Pricing box will contain only one manual, but
will be sold at **progressive discounts** through resellers to users.
A WordPerfect Pak Pricing box for five users, for example, will...

...to the customer, but the purchase order! goes through the reseller. We
lower the suggested **retail** prices to the user and it is up to the
reseller to cut their best...

4/3,K/39 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 1999 The Gale Group. All rts. reserv.

01547101 SUPPLIER NUMBER: 12924800 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Ion's RemoteScript speeds transmission. (communications software) (The
Latest Word)**
Seybold Report on Publishing Systems, v22, n5, p21(3)
Nov 9, 1992
ISSN: 0736-7260 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1264 LINE COUNT: 00098

... as the option above) adds \$10,500.

Single copies of RemoteScript/PC cost \$995, with **progressive discounts** up to \$12,500 for 25 copies. Pricing for the Mac version is to be...

...sending and receiving functions.

Ion hopes to shrink-wrap the software and sell it through **retail** channels.

4/3,K/40 (Item 1 from file: 141)
DIALOG(R)File 141:Readers Guide
(c) 1999 The HW Wilson Co. All rts. reserv.

03567438 H.W. WILSON RECORD NUMBER: BRGA97067438 (USE FORMAT 7 FOR FULLTEXT)

Why the bookstore wars are good.

Norton, Robert E.

Fortune (Fortune) v. 136 (Oct. 27 '97) p. 50+

WORD COUNT: 941

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

... sleepy business of bookselling. The prime mover was Barnes & Noble, which began shaking up book **retailing** back in the mid-1970s with unheard-of notions like discounting and TV ads. Barnes...

...back too many unsold books (unlike most businesses, where manufacturers sell products to distributors or **retailers** outright, publishers ship lots of books, hoping they'll sell, and agree to take back...

...shows no clear trend over the past dozen years. And publishers resist the obvious alternative: **progressively** deeper **discounts** over time until the books do sell.

The most frequently heard complaint--made by both...

4/3,K/41 (Item 2 from file: 141)
DIALOG(R)File 141:Readers Guide
(c) 1999 The HW Wilson Co. All rts. reserv.

02040909 H.W. WILSON RECORD NUMBER: BRGA91040909

Deceptive discounts.

Frommer, Arthur.

Travel Holiday (Travel Holiday) v. 174 (July/Aug. '91) p. 23-4

...ABSTRACT: airline because the offers are usually devised so that the elderly bypass the use of **retail** travel agents, who would otherwise receive a 10 percent commission. By patronizing the handful of...

...do offer substantial discounts to senior citizens, seniors encourage the other chains to adopt more **progressive discount** policies.

4/3,K/42 (Item 1 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 1999 The Gale Group. All rts. reserv.

01065107 Supplier Number: 40299517 (USE FORMAT 7 FOR FULLTEXT)

GUS MAYER LIQUIDATION TO BEGIN FEB. 18TH

PR Newswire, pN/A

Feb 17, 1988

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 355

NEW ORLEANS, Feb. 17 /PRNewswire/ -- Gus Mayer, the ladies fashion **retailer** that has been doing business here since 1900, will begin

.. liquidating its entire stock of...

...apparel
this week.

The sale will start on Thursday, Feb. 18 for holders of the
retailer 's store credit card, and on Friday, Feb. 19 for the general
public.

Buxbaum, Ginsberg...

...Shopping Center. Merchandise will be offered at 25 percent off the
lowest ticketed price, with **progressively** greater **discounts**
instituted as the sale goes on.

As the Gus Mayer inventory, valued at \$2.8 million **retail** , is sold
off, the sale will be consolidated into one of the two stores.

Gus...

4/3,K/43 (Item 2 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 1999 The Gale Group. All rts. reserv.

01054496 Supplier Number: 40190879 (USE FORMAT 7 FOR FULLTEXT)
**TENON SOFTWARE RELEASES FIRST PROGRAMMING LIBRARY TO ACCESS 1-2-3 AND
SYMPHONY WORKSHEETS**
News Release, p1
Oct 15, 1987
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 440

... that were required
to implement our own demanding applications."

WKS LIBRARY Version 1.0 is **retail** priced at \$89. **Progressive**
reseller **discounts** are available.
-- 30 --
For more information or to order, contact David Kruglinski at Tenon
Software...

4/3,K/44 (Item 3 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 1999 The Gale Group. All rts. reserv.

01048089 Supplier Number: 40121175 (USE FORMAT 7 FOR FULLTEXT)
NEW SOFTWARE RUNS 1-2-3 SPREADSHEETS WITHOUT 1-2-3
PR Newswire, pN/A
July 29, 1987
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 586

... a development tool, not
a distribution medium for spreadsheet applications."

BALER Version 3.23 is **retail** priced at \$495. Demo disks are
available at \$10. **Progressive** reseller **discounts** are available.

For more information,contact Anita Brubaker at Brubaker Software,
317-564-2584, 8825...

4/3,K/45 (Item 4 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 1999 The Gale Group. All rts. reserv.

01038049 Supplier Number: 40021117 (USE FORMAT 7 FOR FULLTEXT)
CREATIVE SYSTEMS RELEASES "CASH-DRAWER" SINGLE-USER VERSION 2.5 AND
MULTI-USER VERSION 3.0
PR Newswire, pN/A
April 7, 1987
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 392

... know and
professionals can easily learn. It's a very powerful system for
rental and **retail**
stores, professionals, and service type companies."

Cash-Drawer user John Boos, manager of Capitol Radio...

...vendor
information, payables and check writing."

Cash-Drawer Version 2.5 (single user software) is **retail** priced at
\$1295. Cash-Drawer Version 3.0 (multi-user software) **retails** at
\$1895. Complete "turn key" systems, value added reseller (VAR)
programs, and **progressive** reseller **discounts** are available.

For more information, contact Lani Thomsen at Creative Systems,
206-459-4826, 4203...

?

File 748:Asia/Pac Bus. Jrnls 1994-1999/Oct 04
 (c) 1999 The Dialog Corporation
 File 609:Bridge World Markets News 1989-1999/Oct 01
 (c) 1999 Bridge
 File 262:CBCA Fulltext 1982-1999/Jul
 (c) 1999 Micromedia Ltd.
 File 481:Delphes Eur Bus 80-1999/Sep W2
 (c) 1999 ACFCI & Chambre Comm Ind Paris
 File 637:Journal of Commerce 1986-1999/Oct 04
 (c) 1999 Journal of Commerce Inc
 File 475:Wall Street Journal Abs 1973-1999/Sep 22
 (c) 1999 The New York Times
 File 474:New York Times Abs 1969-1999/Sep 22
 (c) 1999 The New York Times
 File 710:Times/Sun.Times(London) Jun 1988-1999/Oct 04
 (c) 1999 Times Newspapers

Set	Items	Description
S1	252	(STAGGERED? OR GRADUATED? OR INCREMENT? OR INTERVAL? OR PROGRESSIVE? OR GRADUAL?) (N4) (DISCOUNT? OR REBATE? OR SPECIAL(-)OFFER? OR PROMOTION? OR VOUCHER? OR REDEMPTION? OR REFUND?)
S2	61559	(INCREAS?) (N3) (PERCENT? ? OR PERCENTAGE? OR DISCOUNT?)
S3	44393	(VISIT? OR SHOP?(N2)TRIP? OR SHOP? OR PURCHASE?) (N5) (CUSTOMER? OR CLIENT? OR SHOPPER? OR BUYER? OR CONSUMER? OR PATRON?)
S4	0	S1 AND S2 AND S3
S5	11	S1 AND S3
S6	17	S1 AND S2
S7	17	S6 NOT S5
?		

5/3,K/1 (Item 1 from file: 748)
DIALOG(R)File 748:Asia/Pac Bus. Jrnl
(c) 1999 The Dialog Corporation. All rts. reserv.

00291746 (USE FORMAT 7 FOR FULLTEXT)
THE INDIANISATION OF THE TRANSNATIONAL
GEORGE SKARIA ADDITIONAL REPORTING BY PAROMA ROY CHOWDHURY, SHAILESH
DOBHAL, JAIDEEP LAHIRI, NANDA MAZUMDAR & RANJU SARKAR
Business Today, p62
July 07 1999 DOCUMENT TYPE: Journal LANGUAGE: English RECORD TYPE:
Fulltext SECTION HEADING: COVER STORY
WORD COUNT: 5,425

... priced itself out of reach of most Indian customers. So, using a series of long **promotions**, it **gradually** lowered the price of the products to market levels-while quickly launching an upmarket range...their exclusive brands demanded exclusive stores. Their reasoning: their brands would grab sales through destination **shopping**, where **customers** who travel to a store specifically to buy a pair of Reeboks, Nikes, or Adidas
...

5/3,K/2 (Item 1 from file: 609)
DIALOG(R)File 609:Bridge World Markets News
(c) 1999 Bridge. All rts. reserv.

2663541 16568
POMPANO BEACH-BASED ADVANCED PROMOTION ADDS KRAFT TO LIST OF SPONSORS

DATE: September 14, 1994 23:45 E.T. WORD COUNT: 452

Bridge World Markets News_1989-1999/Oct 01

...chief executive.

In the Vision Value Network, food companies can give discounts and coupons to **shoppers** - based on their buying patterns - through a video terminal in the checkout lane. The network also allows customers to debit their bank accounts electronically and to accrue redeemable frequent-**shopper** points.

Kraft General Foods, a unit of Philip Morris Cos., has promoted products through the...

...Dean Foods.

"We expect the APT network will offer grocery products distributors and manufacturers a **progressive** in-store **promotion** vehicle to reach consumers in a targeted fashion," said John Kuendig, Kraft's vice president...

5/3,K/3 (Item 1 from file: 262)
DIALOG(R)File 262:CBCA Fulltext
(c) 1999 Micromedia Ltd. All rts. reserv.

04123511 (USE FORMAT 7 FOR FULLTEXT)
Celebrating a century of couponing in Canada [Promotional supplement]
AUTHOR: Felix, Sonya
Canadian Grocer v.112(3) Ap'98 pg S1-S6 (980400)
WORD COUNT: 2770 RECORD TYPE: Fulltext
SPECIAL FEATURES: illustration
COMPANY NAMES: Coupon Industry Assn of Canada

...Super **shopper** speaks out for coupons...

...author of several books on how to be a better **shopper**. Since she cashed...Through media interviews and columns, she's telling **shoppers** how

they can...likely more **shoppers** will be presenting coupons when they get to the cash...Recent studies show there are good reasons to offer coupons to **shoppers**

...only when a **shopper** took the coupon off the shelf pad and presented it at...

...After taking into account **incremental** sales of the **promotional** target item...

5/3,K/4 (Item 2 from file: 262)
DIALOG(R)File 262:CBCA Fulltext
(c) 1999 Micromedia Ltd. All rts. reserv.

04048917 (USE FORMAT 7 FOR FULLTEXT)

Promo report

AUTHOR: Daw, Lesley; Mills, Lara; Webster, Krista; Comish, LEEANNE; Reed, Wendy; Taylor-Riley, Jeremy

Marketing Magazine v.103(2) Ja 19'98 pg 11-16 (980119)

WORD COUNT: 5384 RECORD TYPE: Fulltext

SPECIAL FEATURES: illustration

COMPANY NAMES: Kraft Canada Inc.; PMA Canada

...Themes and integrated **promotions** developed **gradually** to allow the time make the **customers** feel ownership over their **purchases** .''

...rewards during a regular **shopping** trip . The **consumer** doesn't have to go

5/3,K/5 (Item 3 from file: 262)
DIALOG(R)File 262:CBCA Fulltext
(c) 1999 Micromedia Ltd. All rts. reserv.

03168421 (USE FORMAT 7 FOR FULLTEXT)

1994 Greater Moncton business report

Canadian Business v.67(4) April, 1994 pg Insert 1-14 (940400)

WORD COUNT: 5240 RECORD TYPE: Fulltext

SPECIAL FEATURES: Photograph

... Corp., the locally - based data processing company that handles regional and/or national accounts for **clients** such as Blue Cross Atlantic, **Shoppers** Drug Mart, and the Department of Veterans' Affairs. The opening of Livingston International's Moncton...good thing going, had to admit they were impressed. A decade of careful strategic planning, **progressive** downtown renewal, and energetic **promotional** effort was paying off better than they had dared hope...

5/3,K/6 (Item 1 from file: 637)
DIALOG(R)File 637:Journal of Commerce
(c) 1999 Journal of Commerce Inc. All rts. reserv.

05044402

CRACKS IN A JAPANESE WALL

JOURNAL OF COMMERCE (JC) - WEDNESDAY November 15, 1989

By: A.E. Cullison

Edition: FIVE STAR Section: EDITORIAL PAGES Page: 8A

Word Count: 784

... perhaps, just perhaps, they are being ripped off. This is not to say Japan's **shoppers** are becoming short-tempered when they learn that many domestically manufactured products on their retail...

... and gasoline three times as much. It would be a painful process for Japan's **shoppers** if more of them realized what was happening to them.

To judge by the tiny...

... prices are too low and should be raised accordingly. Yet, if at least some Japanese **shoppers** were not aware of the price discrepancies they face, the discount outlets would go out of business.

Whatever happens, it is apparent that the **gradual** opening of more **discount** chains, independent stores and even U.S.-style **shopping** centers, which count upon mature **consumers** with minds of their own, eventually will give Japan's greedy distributors nightmares.

Indeed, some...

... begins to crack, the glacial system will tumble into the sea and the nation's **buyers** will **shop** for price as well as quality.

5/3,K/7 (Item 2 from file: 637)
DIALOG(R)File 637:Journal of Commerce
(c) 1999 Journal of Commerce Inc. All rts. reserv.

04077647

EXPORT OPPORTUNITIES

JOURNAL OF COMMERCE (JC) - THURSDAY November 19, 1987
By: Information Supplied by the U.S. Dept. of Commerce
Edition: FIVE STAR Section: EXPORTS Page: 6A
Word Count: 7,026

... a national distribution organization within the United Kingdom. Prices are to be based upon fixed **rebates** (which are negotiable at **intervals**) from published schedule prices. Tendered prices and invoices must be expressed in sterling and payment...Westbank. Norderstedt Company is an engineering company which recommends different types of machinery to its **clients**. **Clients** would then **purchase** machinery directly from manufacturer or agent. Company is looking for food processing machinery and similar...

5/3,K/8 (Item 1 from file: 710)
DIALOG(R)File 710:Times/Sun.Times(London)
(c) 1999 Times Newspapers. All rts. reserv.

08735936

Worried travel trade tempts holidaymakers to book early
Times of London (TL) - Tuesday, December 26, 1995
By: Harvey Elliott, Travel Correspondent
Section: Home news
Word Count: 558

TEXT:

... pay later" scheme to enable holidaymakers to spread payments. When the company's 792 travel **shops** open tomorrow, they will offer **customers** a discount of 10 per cent, free holiday insurance, or an interest-free chance of...

... known as "fluid pricing" under which more than a million holidays are offered at big **discounts** now but will **gradually** increase in price as demand grows.

Charles Newbold, Thomson's managing director, said that the...

5/3,K/9 (Item 2 from file: 710)
DIALOG(R)File 710:Times/Sun.Times(London)
(c) 1999 Times Newspapers. All rts. reserv.

07471255

Why a competition can be a lottery; Incentives; Focus
Times of London (TL) - Monday, May 10, 1993

By: Faith Legh
Section: Features
Word Count: 767

... be required for participation. On the other hand, if a promoter wanted to ask the **consumer** to **purchase** his product in order to win a prize, then a substantial element of skill or...

...the task to be completed.

As marketing became more competitive, the consumer became more sophisticated. **Gradually**, the **promotions** became more lavish sometimes more complicated but the man-in-the-street still wanted to...

...example, in which the pack contains the question: "Is there a diamond in this bottle?" **Consumers** who do not wish to **purchase** a pack to discover can win by sending in a stamped, addressed envelope. Similar offers...

5/3,K/10 (Item 3 from file: 710)
DIALOG(R)File 710:Times/Sun.Times(London)
(c) 1999 Times Newspapers. All rts. reserv.

06301509
DRIVERS TOLD TO BID LOW AS CAR PRICES TUMBLE
Times of London (TL) - Sunday, July 7, 1991
By: Ian Birrell and Mark Skipworth
Section: Home news
Word Count: 1,247

... s second biggest car seller, put its prices up two days before Ford announced its **discounts**.

"We have **progressively** moved away frm the volume-car dogfight," said a spokesman for the company.

While car...

... approach to selling cars: "What price would you find attractive to do business with us?"

Buyers who are prepared to **shop** around can make huge savings even on August registrations, traditionally sold at a premium. Three...

5/3,K/11 (Item 4 from file: 710)
DIALOG(R)File 710:Times/Sun.Times(London)
(c) 1999 Times Newspapers. All rts. reserv.

05074501
AGENCY CHIEF POINTS WAY IN POST-TV AGE STAN RAPP
Times of London (TL) - Sunday, March 19, 1989
Word Count: 562

... to the trade and consumers. In the past decade in America, there has been a **gradual** shift to the **promotions** side. The mixture is now believed to be 35% on ads and 65% on promotion...

... find out more about individual customers. One idea, which originated in Canada, is the Frequent **Shoppers** ' Advantage Club in which **consumers** collect the bar-code strips off their groceries. The carrot is free gifts in return...

... The collecting company then has a name and address, and can tell which products the **shopper** bought and where information valuable to both manufacturers and retailers.

"Sales promotion used to be...

...in the country. Over here the company is building up a databank with its National Shoppers ' Survey, in which the questions are confined to groceries.

7/5/1 (Item 1 from file: 609)
DIALOG(R)File 609:Bridge World Markets News
(c) 1999 Bridge. All rts. reserv.

5480801

406

MBS VIEW: AUGUST PREPAYMENTS SEEN ENDING RISE FROM JUNE RALLY

DATE: August 07, 1998 15:28 E.T. WORD COUNT: 934

By John D'Antona Jr., Bridge News

New York--Aug 7--Mortgage backed analysts and traders expect next month's August prepayment report to conclude the fast speeds seen in response to the mid-June Treasury market rally. The September report is viewed as posting declines in key coupons as the summer homebuying season draws to a close.

While today's release of the Ginnie and Fannie Mae prepayment reports held few, if any surprises, next month's report for August is expected to be the final month of speed increases for discounts. Discount prepayment are mostly a factor of housing turnover and with the housing market continuing at a brisk pace, speeds are expected to be fast in the final summer month. Homeowners typically like to finish moving in August as it enables their children to enroll in school for a September start. Also, the traditional summer vacation season ends for those working, who hope to finish moving before September rolls around and business resumes from the typical summer slowdown.

The decline in the MBA refinance index reported Wednesday morning confirmed what some market participants have been arguing for weeks, which is that despite historically low rates and a booming real estate market, mortgage refis and applications could be expected to begin to dwindle as the summer progresses, and fall again as seasonal factors dissipate by early winter.

The MBA's seasonally adjusted refinancing index dropped to 1278.8 for the week ended Jly 31, down from the previous week's 1320.2. The purchase index came in at 257.2, up slightly from 252.4 the previous week.

An analyst observed, "mortgage bankers are seeing falling applications --not falling terribly mind you, but they are no where near the levels seen earlier in the year." Accordingly, he argued against a technical deterioration in the mortgage picture in the second half of the year based on a combination of oversupply and demand saturation.

"Supply in the 2nd half will not be as high as in 1st half," he predicted.

The pace of refinancing is also expected to slow as the average loan coupon has fallen in recent years with the 90s seeing several refinancing waves or opportunities, so homeowners who had high coupon loans have already refinanced into lower loans.

This is proven by the supply of passthroughs in a given coupon, where currently the largest block of mortgage-backed outstanding is in the 7% coupon.

Jonathan Raiff, prepayment specialist at PaineWebber noted the Fannie and Ginnie Mae speeds seen in July "were a little faster than my expectations, but in line with general expectations." However, Raiff stated August speeds should gradually decline across the board.

"The refinancable universe has shrunken since beginning of year," he said, "thus limiting refi speeds. "The shrinking balance of coupons, especially in premiums, would have the appearance of making some coupons look faster than they really are."

Raiff also commented that unless the 10-year Treasury yield can hold and break the 5.35% level, not the 5.25% level, will the market see a substantial increase in prepayments.

"The 5.35% level is like an on-off switch," he said. "But at current levels speeds will hold steady with discounts gradually slowing down."

Steve Abrahams, prepayment analyst at Morgan Stanley Dean Witter, said he expects to see 3 general trends over the next few months: flat speeds on 6.00% to 7.00% passthroughs; "modestly rising" speeds on conventional 7.50% and flat on conventional 8.00%; and modestly declining speeds on Ginnie Mae 8.00%.

Abrahams said that flat speeds on 6.00% through 7.00% through September would be generated by existing home sales.

"The real estate market continues to be in great shape," he said, with existing home sales are at a 4.8 million range annualized, the highest level since the statistic began to be compiled in 1968.

"That's the tide that carries the discounts," said Abrahams.

As for the gains in conventional 7.5%, the rationale is expounded upon by PaineWebber's Raiff.

"Any further speed gains will bear themselves out in most refi sensitive coupons," he said, referring to directly to conventional 7.5%. "These coupons will be the only one's left who can economically refinance."

A point well noted by Bear Stearns analysts who wrote in their Prepayment Commentary noted that with the Treasury benchmark now established in 5.45% trading range, refinancing demand in these new issues (1997-98 7% and 7.5%) should decline in the coming months.

Art Frank, director of mortgage backed research said that next month's (August) prepayment report "should see even slightly faster speeds on 6% through 7%, as August is typically the fastest housing turnover month of the year."

"The 12% increase in refinance applications from May to July should make itself felt in premiums in August," he said. "Overall, we expect lower coupons speeds to be 3% to 5% faster and higher coupons to be 10%-15% faster in August."

In his weekly commentary, Raiff echoed these sentiments of all the aforementioned analysts when he wrote "speeds indeed have stabilized at current levels and while speeds may slow from here, it will be a purely seasonal phenomena."

But the final word may be best said by Bear Stearns analysts, who noted that while they expect prepayment speeds to slow at these levels, should the 10-year note yield level drop 20 basis points, "we would match the 1993 low in mortgage rates and expose 78% of the entire mortgage universe to a 50 basis point refinancing incentive." End

Bridge News, Tel: (212) 372-7537

Send comments to Internet address: debt@bridge.com

CATEGORIES: Mortgage backed securities, Index
ROUTE NUMBER: 0406

4878741

400

MBS UPDATE: INVESTORS STEP UP TO BUY; ROLLS COLLAPSE

DATE: December 03, 1997 17:06 E.T. WORD COUNT: 2149

By John D'Antona Jr. and Gregory Esch, Bridge News

New York--Dec 3--Mortgage-backed continued to see busy trading flows today, as both buyers and sellers were spotted in the sector. Among trades, Japanese accounts were spotted as sellers in order to boost year-end profits and/or repatriate capital, and money managers were buying discounts to either pick up incremental yield as year-end approaches or protect themselves from future prepayments.

Michael Youngblood, director of mortgage research at Chase Securities, confirmed that his firm has seen sales of mortgage product, such as remics and floating rate collateralized mortgage obligations. But he thinks the sales of dollar-denominated securities are more of a "balance-sheet nature" than a repatriation of capital.

"We at Chase have seen some Japanese selling from our New York and Tokyo offices," he said. "Yesterday (Tuesday) we were asked to bid on floating-rate remics."

"I think the sales are a clever opportunistic measure to take advantage of mortgage spreads and exchange rates to book profits," Youngblood said. "Its not a systematic sale."

Youngblood explained that with mortgage spreads back at tighter levels and supply moderate to thin, it was a "good time to liquidate mortgages." Also on the currency front, he explained that with the dollar/yen rate quite strong over 128, sales of dollars makes sense.

"The result of these well-timed liquidations is that they'll achieve currency- and mortgage-related profits," he said.

All in all, Youngblood said the sales were well-timed and, given initial anecdotal reports of how the Japanese economy might look like in 1998, with a recession seen by some, battle plans are the way to go. "This crisis is not small," he said. "Once Japan slows down so goes Asia." So any balance sheet shoring up may provide investors with one last enjoyable moment before tough times set in.

Also, today's edition of the PaineWebber Mortgage Strategist confirmed that "there has been considerable liquidation of floating rate CMOs by Japanese banks." The rationale behind the sales, the publication states, is the fact these banks fund at LIBOR plus 100, so the paper no longer provides positive carry. As for collateral, "actual selling has been light, but fear factors still ran high."

With this in mind, PaineWebber analysts commented, "while we anticipate considerably more liquidations ahead, this paper has been and will continue to be easily absorbed into a market hungry for LIBOR-based product."

A buysider observed that an unusual and seemingly contradictory trend over the past 2 trading sessions was the combination of retail buying (and spread tightening) coupled with collapsing rolls.

A variety of retail investors bought well over \$1 billion of 30-year

At 1000 ET, the yield spread between Ginnie Mae 7.0% and the 10-year Treasury note was 114 basis points, assuming a PSA speed of 135.

Dec Ginnie Mae 7.0% were up 1/32 at 100 14/32, Fannie Mae 7.0% were up 2/32 at 100 12/32 and Freddie Mac Gold 7.0% were up 2/32 at 100 18/32.

The US 10-year note was up 2/32 at 102 1/32 and the 5-year was flat 99 22/32. End

Bridge News, Tel: (212) 372-7537

Send comments to Internet address: debt bridge.com

CATEGORIES: Mortgage backed securities, Index
ROUTE NUMBER: 1516

7/5/3 (Item 3 from file: 609)
DIALOG(R)File 609:Bridge World Markets News
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3814929 13512
CAMPBELL SOUP CO. REVIEWS MANUFACTURING OPERATIONS IN EFFICIENCY QUEST

DATE: July 23, 1996 11:52 E.T. WORD COUNT: 1029

By Paul Schnitt, The Sacramento Bee, Calif.
Knight-Ridder/Tribune Business News

Jul. 23--The Campbell Soup Co., seeking to become more efficient, is carrying out a review of manufacturing operations that could lead to the closing of one of its four plants in the United States, according to a company official.

Outside consultants have already been brought in for several days to analyze operations of the company's Sacramento plant, which has about 1,800 employees and an annual payroll of more than \$50 million.

There is no timetable for completion of the internal assessment that began about six weeks ago, said spokesman Kevin Lowery.

"No one has any preconceived notions where it will go," Lowery said. But he emphasized repeatedly during several telephone interviews that, "Everything is on the table."

That includes the possibility of one of the four food processing plants in the country closing or being downsized. The plant in Sacramento, opened in 1947, is the oldest of the four units. Others are in Napoleon, Ohio (built in 1957); Paris, Texas (1964); and Maxton, N.C. (1978).

Lowery said the company "more than likely can meet consumer demand with three plants" although long-term capacity needs will be left to the evaluation to determine.

Mayor Joe Serna's chief of staff saw little if any threat to the local Campbell plant growing out of the internal review.

"I assume they are just trying to figure out how to get the most bang for the buck," said Mike Picker.

Picker said he didn't think the company's posture has changed.

"They are continuing to produce here, have made significant investment in this facility, and that production is fairly high," he said.

Dick Ferreira, SMUD's assistant general manager, said Monday that in a recent meeting, Campbell's staff members mentioned "they were looking at

all
their facilities to determine whether they will need all their facilities
or
there might be some consolidation in the future."

"There were no specifics," Ferreira said.

Lowery, Campbell's spokesman, said underlying the business study is a desire to improve the performance of its stock. And that will likely take major restructuring to free up money to invest back in the company and accelerate growth.

Campbell is not just content to be a top-performing food company, he said.

"Our intent is to break through and away from the food industry and become a world class consumer products company," said Lowery, citing Coca-Cola and Gillette as businesses worth emulating.

The disclosure of Campbell's strategic evaluation comes about 21/2 years after the company, enticed by hefty government incentives, decided to stay in Sacramento rather than move to another state.

However, that package of public subsidies and tax breaks remain in dispute. Because no formal agreement has been reached, the company has not received any of the financial benefits.

Still unresolved is the key issue of the amount and method of financial assistance that Campbell Soup should get.

Just how far apart they appear to be is indicated in a confidential letter, obtained by The Bee and dated June 23, 1994, from top city officials to a Campbell executive.

According to the letter, Campbell wanted local governments to come up with \$34.5 million or 10 percent of the cost of a proposed \$345 million expansion and modernization of its plant on Franklin Boulevard.

The company's position was that it would take that much public assistance to make the project economically feasible, according to the letter signed by then County Executive Bob Smith, Sacramento City Manager William Edgar and John Molloy, who at the time was executive director of the joint city-county Housing and Redevelopment Agency.

Campbell Soup also wanted local government to pay nearly \$2.8 million to extend a city water line.

"That was not realistic (then), and it's more unrealistic now," said David Martinez, deputy city manager for Sacramento, of Campbell's demands.

Government negotiators insisted that all public financial assistance be in the form of rebates of all property tax increases which would depend on how much Campbell expanded and renovated the soup plant.

Such **refunds**, known as **tax increments**, became available when the Franklin Boulevard neighborhood was designated as a blighted area and eligible for redevelopment. The idea is that the tax breaks will stimulate economic recovery in such areas.

Without coming to terms on the incentive package, Campbell's continues to invest in its local plant. Over the past three years, the company has spent more than \$70 million to enlarge and upgrade its facilities. It recently added Pace salsa-style sauce to its local production line after acquiring the company in 1994.

At least one part of the incentive package has been consummated. SMUD agreed to spend \$186 million to build a small electric power plant on

Campbell's property. The SMUD project, which broke ground earlier this year, will provide electricity to the utility's customers and provide steam at a low cost to Campbell for its food processing.

The confidential two-year-old letter offers insight into the protracted negotiating process. It shows the hard-ball nature of the talks and how the public incentive package grew dramatically.

"No company, past, present, or future has ever been courted with such a generous package," said the letter sent to Robert Zane, head of corporate real estate.

Lowery, the Campbell spokesman, described the letter as part of the negotiating process.

"Negotiations is negotiations," he said from the company's headquarters in Camden, N.J. "That's what all of this is."

The letter discloses that an initial incentive package, proposed in February 1993 by Supervisor Illa Collin and Sacramento Mayor Joe Serna Jr., amounted to \$10 million. But by mid-1994, Campbell Soup's request ballooned to \$38 million -- nearly a 400 percent increase over what the city and county had offered.

ON THE INTERNET:

Visit The Sacramento (Calif.) Bee on the World Wide Web. Point your browser to <http://www.sacbee.com/>

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CPB, KO, G.

END!W\$5?SA-CAMPBELL

CATEGORIES: General news, Newspaper
ROUTE NUMBER: 6401

7/5/4 (Item 4 from file: 609)
DIALOG(R)File 609:Bridge World Markets News
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3344741 20394
SAINT PAUL PIONEER PRESS, MINN., BUSINESS BRIEFS COLUMN

DATE: November 9, 1995 22:47 E.T. WORD COUNT: 746

Saint Paul Pioneer Press, Minn.
Knight-Ridder/Tribune Business News

Nov. 9--The St. Paul Bank for Cooperatives reported net income of \$10.6 million on gross loan volume of \$3.18 billion, for the third quarter ended Sept. 30. The bank said net income was 36 percent above the \$7.8 million on gross loan of \$2.4 billion for the same quarter a year ago. Dennis Johnson, president and chief executive, said loan volume grew through increased demand from new and existing borrowers and above-normal seasonal inventory financing needs by the

cooperative grain industry. Year-to-date net income was \$29.8 million, up \$7.8 million or 35 percent compared with the same period in 1994.

AIR WISCONSIN POSTS GAINS: Appleton, Wis.-based Air Wisconsin Airlines, operating as United Express, said revenue passenger miles for October increased 45.4 percent while available seat miles increased 52.6 percent from the same month in 1994. The passenger load factor for the month was 51.9 percent compared with 54.5 percent for October 1994, a decrease of 2.6 points.

Air Wisconsin said year-to-date revenue passenger miles are up 44 percent and available seat miles increased 41 percent, resulting in a 1 point improvement in load factor. Passengers are up almost 2 percent year over year.

DIVIDENDS: Houston-based NorAm Energy declared a dividend of 7 cents per common share, payable Dec. 15, to record owners on Nov. 20.

BRIEFLY... Health Fitness Physical Therapy in Bloomington said Wednesday it signed new contracts for fitness center management with GE Plastics, Sony Disc Manufacturing, Kraft Foods, Glaxo Wellcome, Mastercard International, Duracell, Western Digital and Andersen Consulting. Terms weren't disclosed.

The Minnesota Department of Transportation's Guidestar program selected Image Sensing Systems of St. Paul to provide video-based detection technology for a field test of a traffic management system in downtown Minneapolis. ISS will install 150 units and will provide support for a contract price of \$795,000, subject to negotiation. Installation is set for next fall.

Stratasys in Edina said it completed a private placement of 393,550 shares of common stock for a total price of about \$5.5 million. Each share has a warrant to purchase one-tenth of a share of common stock at \$14 per share until January 1996, and a warrant to purchase one-fifth of a share of common stock at \$21 per share until November 1998.

CNS in Chanhassen said Wednesday the U.S. Food and Drug Administration cleared its Breathe Right nasal strip for marketing with a new indication for use for reducing or eliminating snoring.

Roseville-based Pentair's Pittsburgh subsidiary, Delta International Machinery, has acquired Biesemeyer Manufacturing of Mesa, Ariz. At the transaction's close Nov. 1, Biesemeyer became a Delta subsidiary. Terms weren't disclosed, though Delta noted that privately owned Biesemeyer is "profitable."...Blue Bell, Pa.-based Unisys said it signed a \$4.4 million, five-year contract with BASF Corp. to provide remote systems support outsourcing services from the Unisys InfoHub Service Center in Eagan. Unisys also said it received a \$35 million contract from the Oklahoma Health Care Authority to continue managing the state's Medicaid management information system.

ReliaStar Financial, Minneapolis, was downgraded to medium-term "neutral" from "above average" by analyst Margaret Alexandre at Merrill Lynch.

Houston-based NorAm Energy, the parent of Minnegasco in Minneapolis,

filed a
"universal shelf" registration statement with the Securities and Exchange Commission for \$500 million in securities. The statement has not yet become effective.

Hopkins-based Reuter Manufacturing has sold all existing stock of Reuter Recycling of Florida to Waste Management of Florida, closing the chapter on the company's Pembroke Pines, Fla., facility designed to produce compost from solid waste. Reuter said there was "no gain or loss to the company from the sale," and that the transaction was the expected final step in the agreement with the underlying lender dated Nov. 1, 1992.

Standard & Poor assigned a AA+ rating to the city of Bloomington 's general obligation permanent improvement revolving fund bonds of 1995, series 30, due 1997-2015. S&P also raised ratings on the city's \$53.8 million general obligation bonds to AA+ from AA, and on the Bloomington Port Authority's \$18.3 million tax increment refunding bonds series 1992, to AA+ from AA.

END!A9?SP-BIZ-BRIEFS

CATEGORIES: General news, Newspaper
ROUTE NUMBER: 6401

7/5/5 (Item 5 from file: 609)
DIALOG(R)File 609:Bridge World Markets News
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3205386 16653
KRF PRINCE RUPERT STRIVES TO SECURE FUTURE AS GRAIN EXPORT SITE

DATE: August 22, 1995 16:34 E.T. WORD COUNT: 667

Knight-Ridder

Winnipeg--Aug 22--Discounted freight rates and efficiency premiums for exports are two options the Canadian grain industry is considering to secure the future of Prince Rupert as a regular grain export location, a terminal official said today.

Clarence Roth, chief executive officer of Prince Rupert Grain Ltd., said the consortium of grain companies that owns the export point is reviewing all aspects of the facility's operation in an effort to reduce costs to make up for the loss of the Western Grain Transportation Act freight discount. The Aug 1 elimination of the discount has pushed up the cost of moving grain to the northern British Columbia port.

RAILWAY LENDS A HAND TO SLASH COSTS

Canadian National Railways said the additional cost of moving railcars to the port rather than to Vancouver is roughly 4.50 Canadian dlrs per tonne, although the exact difference depends on the point of receipt on the prairies. CN is the only rail carrier that delivers grain to Prince Rupert.

The railway has already pitched in to help the Prince Rupert facility retain its share of business. CN spokesman Jim Feeney said the railway will offer a volume-based discount to shippers starting at 1.50 dlrs per tonne of grain moved to the port.

The discount rate will increase in increments when grain volumes

reach subsequent trigger levels, for a maximum potential discount of 2.25 dlrs per tonne in 1995-96 (Aug-Jly). That is half of the average cost increase to use Prince Rupert. The volume discount is also retroactive, meaning shippers will receive refunds on earlier deliveries each time the rate rises, Feeney said.

WHEAT BOARD EFFICIENCY PREMIUM POSSIBLE

Roth said the consortium has also urged the Canadian Wheat Board (CWB) to make its sales from the west coast contract-specific. The CWB schedules exports from the west coast without designating vessels to Vancouver or Prince Rupert at the time of the sale. But Roth said the CWB could charge a premium of up to 1.00 dlr per tonne by signing contracts specifically for pickup at the northern port.

The premium would be justified by Prince Rupert's efficiency advantage over Vancouver. Prince Rupert has only one berth for vessel loading and it is highly automated, making the process relatively quick. In Vancouver, ships sometimes have to move from terminal to terminal to receive their full load, and the lesser degree of automation results in a slower loading process, he said.

Prince Rupert is also 1.5 sailing days closer than Vancouver to some of Canada's key Pacific Rim customers, which cuts transportation times, Roth added.

Prince Rupert Grain and the CWB have discussed the potential of designating the export point in future contracts. Roth said the agency was "very positive" about the idea and was strongly considering the initiative.

CWB officials were not available to comment on any changes to its west coast contracts.

TAX, DEBT AND OTHER RELIEF SOUGHT

Other options being examined include rewriting the consortium's lease with the Prince Rupert Port Corp. and receiving a reduction in property taxes.

Roth said the consortium has met with the port managers about a possible lease revision, but he had no idea when a firm answer might be available.

It has also filed an appeal with the British Columbia government's Municipal Affairs Department to change the classification of the property from industrial to light industrial. The classification change is the first step in trying to earn a break in property taxes, he said.

The consortium has also approached the government of Alberta about refinancing the terminal's debt load. The province financed construction of the facility, which began operation in 1985. The outstanding debt is left over from that construction.

Roth said the two sides have held some discussions but have not entered into actual negotiations.

Prince Rupert Grain Ltd. is owned by Manitoba Pool Elevators, the Alberta Wheat Pool, the Saskatchewan Wheat Pool, United Grain Growers

CATEGORIES: Agriculture, Transportation, Grains
ROUTE NUMBER: 3293

KRF PRINCE RUPERT SEEKS TO NEGATE IMPACT OF GRAIN FREIGHT COSTS

DATE: August 22, 1995 16:25 E.T. WORD COUNT: 750

Knight-Ridder

Winnipeg--Aug 22--Discounted freight rates and efficiency premiums for exports are 2 of several possible ways the Canadian grain industry can secure the future of Prince Rupert as a regular grain export location, a terminal official said today.

Clarence Roth, chief executive officer of Prince Rupert Grain Ltd., said the consortium of grain companies which owns the export point is probing all aspects of the facility's operation in an effort to reduce costs to make up for the loss of the Western Grain Transportation Act freight discount. The Aug 1 elimination of the discount has resulted in higher costs to move grain to the northern British Columbia port, as opposed to delivery in Vancouver.

RAILWAY LENDS A HAND TO SLASH HIGHER COSTS

Canadian National Railways said the additional cost of moving railcars to the port rather than Vancouver is roughly 4.50 Cdn dlrs per tonne, although the exact difference depends on the point of receipt on the prairies. CN is the only rail carrier which delivers grain to Prince Rupert.

The railway has already pitched in to help the Prince Rupert facility retain its share of business. CN spokesman Jim Feeney said the railway will offer a volume-based discount to shippers starting at 1.50 dlrs per tonne of grain moved to the port. The **discount** rate will **increase** in **increments** when grain volumes reach subsequent trigger levels, for a maximum potential discount of 2.25 dlrs per tonne in 1995-96 (August-July). That is half of the average cost increase to use Prince Rupert. The volume discount is also retroactive, meaning shippers will receive refunds on earlier deliveries each time the rate rises, Feeney said.

CANADIAN WHEAT BOARD EFFICIENCY PREMIUM POSSIBLE

Roth said the consortium has also urged the Canadian Wheat Board to make its sales from the west coast contract specific. The CWB only schedules exports from the west coast, without designating vessels to Vancouver or Prince Rupert at the time of the sale. But Roth said the CWB could charge a premium of up to 1.00 dlr per tonne by signing contracts specifically for pickup at the northern port.

The premium would be justified by Prince Rupert's efficiency advantage over Vancouver. Prince Rupert has only one berth for vessel loading and it is highly automated, making the process relatively quick. In Vancouver, ships sometimes have to move from terminal to terminal to receive their full load, and the lesser degree of automation results in a slower loading process, he said.

Prince Rupert is also 1.5 sailing days closer than Vancouver to some of Canada's key Pacific Rim customers, which cuts down transportation times, Roth added.

Prince Rupert Grain and the CWB have discussed the potential of designating the export point in future contracts. Roth said the agency was "very positive" about the idea and was strongly considering the initiative.

CWB officials were not available to comment whether its west coast contracts have been changed or will be changed to specify which port will serve as the pickup point.

POLITICS AND MONEY SEEN AS OTHER POTENTIAL RELIEF AREAS

Prince Rupert Grain is studying all of its costs in an effort to find ways to reduce overhead to make up for the higher freight charges. Other options being examined right now include rewriting the consortium's lease with the Prince Rupert Port Corp. and receiving a reduction in property tax costs.

Roth said the consortium has met with the port managers about a possible lease revision, but he had no idea when any firm answers will be available. It has also filed an appeal with the British Columbia government's Municipal Affairs Department to change the classification of the property from "Industrial" to "Light Industrial." The classification change is the first step in trying to earn a break in property taxes, he said.

The consortium has also approached the government of Alberta about refinancing the terminal's debt load. The province financed construction of the facility, which only began operation in 1985. The outstanding debt is left over from that construction.

Roth said some discussions with the province have occurred, but the 2 sides have not entered into actual negotiations.

Prince Rupert Grain Ltd. is owned by Manitoba Pool Elevators, the Alberta Wheat Pool, the Saskatchewan Wheat Pool, United Grain Growers Ltd., Cargill Ltd. and Pioneer Grain Co. Ltd. End

By Jason Foster, Knight-Ridder Financial News

Send comments to Internet address: krf.agcommod@plink.geis.com

CATEGORIES: Agriculture, Transportation, Grains
ROUTE NUMBER: 3293

7/5/7 (Item 7 from file: 609)
DIALOG(R)File 609:Bridge World Markets News
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2168817 14818
TAA TEMPORARILY SOLVES ONE PROBLEM BUT TWO-TIER PRICING DISPUTE LOOMS

DATE: October 25, 1993 16:30 E.T. WORD COUNT: 888

By Terry Brennan, Traffic World
Knight-Ridder/Tribune Business News

NEW YORK--Oct. 25--The Trans-Atlantic Agreement temporarily solved its potentially explosive cargo consolidator problem by agreeing to minimum rate hikes on consolidator service contracts but the issue could resurface soon, shipping sources said last week.

The 15-member conference faces a potentially disruptive battle to keep its two-tier conference pricing structure intact because consolidated cargo currently reserved for so-called non-structured carriers is coveted by more established, structured lines.

The issue is especially acute in the westbound North Atlantic, sources said, because several structured carriers are reportedly eager to capture a larger share of the vast westbound market handled by non-vessel-operating common carriers.

"The major issue is whether the unstructured lines can continue to dominate the NVO market or will they be forced to give up market share to the structured lines in the crucial westbound trade," said one senior official

at

a major U.S. NVO, who asked not to be identified. "That issue is something that could still tear the TAA apart even before the end of the year."

The TAA survived a potential conflict recently when the embattled conference agreed to a rate plan for NVOs that includes a 4 percent to 5 percent rate increase in service contracts for the estimated 10 percent of the total traffic handled by NVOs in the North Atlantic. NVOs repeatedly attacked the TAA this year, charging that the conference was trying to force them out of business as potential competitors with TAA carriers for full-container loads.

The TAA's lingering problem, however, is that the non-structured carriers handle some 60 percent of the NVO cargo in the westbound trade, rely heavily upon that cargo for survival, and don't want to share it with structured TAA conference carrier members, sources said. Hapag-Lloyd, Sea-Land Service Inc. and Nippon Yusen Kaisha Line are said to be eager to capture more of the westbound market and the conflict could lead to deep rifts within the TAA.

The issue reportedly surfaced at a series of TAA owners' meetings in Europe recently and it could swiftly prove to be a critical turning point for the 11-month-old conference. Nine TAA structured member carriers routinely charge different and usually higher rates than the six other, non-structured steamship lines in the conference.

A large amount of westbound North Atlantic cargo is traditionally handled by NVOs because the trade moves relatively high-volume, high-value cargoes such as machinery, chemicals and manufactured goods.

"The unstructured carriers will only have one way out if some of the structured carriers succeed in actively participating in the westbound lane and that would only be to leave the TAA," one NVO source said. "It's not nearly as much of a problem in the eastbound lane because the non-structured carriers only move about 30 to 40 percent of that NVO market."

The more profitable structured carriers generally have their own sales and marketing staffs and perceive the NVOs as being at least potential competitors. The non-structured lines, on the other hand, welcome the NVO business and actually rely on it to maintain their own often-slim profit margins.

The six non-structured TAA member carriers were only allowed to join the conference, its critics charge, because they are able to routinely charge rates that are often 10 percent lower than the structured lines. European shippers groups have been especially critical of the TAA's two-tier pricing structure, by claiming multiple pricing violates the common tariff pricing structure of a conference.

The major issue for NVOs has been the shrinking profit margin between the published tariff rates that NVOs charge their customers and the volume-related service contract rates that the TAA charges NVOs for consolidating the cargo. Many large and small NVOs charged that the TAA had "squeezed their profit margins" this year because of rate hikes that averaged between 15 percent and 60 percent.

The current **staggered** minimum volume requirement for **discounts** is expected to remain intact next year with discount plateaus for yearly volume commitments of 250, 750, 1,500, and 5,000 TEUs (20-foot equivalent units).

"The rates for the discounts for 1,500 TEUs looks like it will be roughly the same as this year's \$200 to \$300 discount for that volume," said Fritz Bauer, president of the Norton Line, a large NVO based in Secaucus, N.J.

The average profit margin for NVOs is only about \$75 to \$90 per TEU, Bauer said, and many smaller NVOs are facing difficult times in the North Atlantic because "it costs between \$150 to \$180 to handle a box" in that trade. "Some of the smaller NVOs might have to give up their business if they don't have other markets where things are more profitable."

The structured carriers include: Sea-Land; A.P. Moller-Maersk Line; P&O Containers Ltd.; Nedlloyd Lines; Atlantic Container Line; Hapag-Lloyd AG; Overseas Orient Container Lines; Neptune Orient Lines; and Nippon Yusen Kaisha. Former independents that often charge lower rates are: Cho Yang Shipping Co.; DSR/Senator Joint Service; Polish Ocean Line; Mediterraneans Shipping Co.; Transportacion Maritima Mexicana; and Tecomar S.A.

END!A\$3?TW-TAA-PRICING

CATEGORIES: General news, Newspaper
ROUTE NUMBER: 6401

7/5/8 (Item 8 from file: 609)
DIALOG(R)File 609:Bridge World Markets News
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0513522 3696
DANISH NAT'L BANK CUTS CURRENT ACCOUNT LENDING RATE, DEPOSIT RATE

DATE: March 23, 1990 09:53 E.T. WORD COUNT: 140

London--KRF--The National Bank of Denmark cut its key current account lending and deposit rates by 0.5 percentage point today, the bank said in a statement.

The current account lending rate is now at 11.5 pct and the deposit rate is at 10.5 pct.

The Danish bank **increased** its **discount** rate by 1 point to 8 pct, as part of its policy of bringing the **discount** rate **gradually** into line with short-term money market rates.

The bank last changed its current account lending and deposit rates Nov 1, after the sustained rally in the Deutschemark put heavy pressure on the Danish krone and the bank was forced to increase rates in a bid to support the currency.

Recently, the krone has recovered ground while the mark's rally has petered-out, allowing a cut in Danish rates, one analyst said.

CATEGORIES: Banking

7/5/9 (Item 1 from file: 262)
DIALOG(R)File 262:CBCA Fulltext
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04530752 (USE FORMAT 7 FOR FULLTEXT)
Unknown title. (Record in progress)
Ontario Tax Reports Newsletter (443) April 7, 1999 pg 1+ (990407)
WORD COUNT: 4701 RECORD TYPE: Fulltext

Bill 79 Amendments Incorporated

7/5/10 (Item 2 from file: 262)
DIALOG(R)File 262:CBCA Fulltext
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02938815

Steelmakers boosting price of key products: first hike since 1988
Daily Commercial News v.66(62) March 30, 1993 pg 1,3 (930330)

Stelco Inc. and Dofasco Inc. (both Hamilton, Ontario) confirmed that they will **gradually** eliminate **discounts** and **increase** prices by about 5% for a broad range of steel products. This represents the first price rise on major product lines since 1988. Dofasco will charge more for hot rolled steel starting 29 March 1993 and will eliminate discounts on cold rolled and galvanized steel. Algoma Steel Corp. (Sault Ste. Marie, Ontario) will also reduce some **discounts**. Whether the price **increases** will hold depends on the automobile market and the imposition of significant anti-dumping duties on Canadian steel exports to the United States.

SPECIAL FEATURES: Abstract available
COMPANY NAMES: Stelco Inc. (CanCorp Company Number: CA006150); Dofasco Inc. (CanCorp Company Number: CA015731)
DESCRIPTORS: Steel - Prices

7/5/11 (Item 1 from file: 637)
DIALOG(R)File 637:Journal of Commerce
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06232062

China: Cotton market is now open
JOURNAL OF COMMERCE (JC) - May 20, 1998
By: P.T. BANGSBERG JOURNAL OF COMMERCE SPECIAL
Edition: Five Star Section: TRADETAB Page: 1C
Word Count: 1004

MEMO:
GLOBAL COMMERCE - Trade & Investment Opportunities. A Publication of The Journal of Commerce (special), Tabloid, pp. 1C-24C.

Reforms could affect the 43 million households that depend on the cotton industry.

LEAD PARAGRAPH:

Amid accusations from abroad about unfair exports, China says it will allow the market to play a greater role in pricing cotton.

A new policy based on indirect control and guideline prices was introduced last month, shortly after the government announced the end of the official rigid price regimen.

The reform aims to reduce stockpiles of cotton ballooning from rapid increases in supply and decreases in demand.

DESCRIPTORS: CHINA; TRADE; MARKET; PRICE; PRODUCTION; ECONOMY; TEXTILE; EXPORT
COMPANY NAMES (DIALOG GENERATED): China 's State Administration for the Inspection of Import and Export Commodities ; Chinatex Cotton Import & Export Corp ; International Cotton Advisory Council ; Ministry of Agriculture ; State Administration of Taxation ; State Textile Industry Bureau ; World Trade Organization

7/5/12 (Item 2 from file: 637)
DIALOG(R)File 637:Journal of Commerce
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06106578

TAA temporarily solves one problem but two-tier pricing dispute looms

TRAFFIC WORLD (TW) - october 25, 1993

By: by Terry Brennan

Section: WATER Page: 33

Word Count: 824

MEMO:

NEWS ANALYSIS

LEAD PARAGRAPH:

New York - The Trans-Atlantic Agreement temporarily solved its potentially explosive cargo consolidator problem by agreeing to minimum rate hikes on consolidator service contracts but the issue could resurface soon, shipping sources said last week.

The 15-member conference faces a potentially disruptive battle to keep its two-tier conference pricing structure intact because consolidated cargo currently reserved for so-called non-structured carriers is coveted by more established, structured lines.

The issue is especially acute in the westbound North Atlantic, sources said, because several structured carriers are reportedly eager to capture a larger share of the vast westbound market handled by non-vessel-operating common carriers.

DESCRIPTORS: MARITIME; CONFERENCE; NVO; RATE; US; EUROPE; COMPETITION

COMPANY NAMES (DIALOG GENERATED): A P Moller Maersk Line ; Atlantic Container Line ; Cho Yang Shipping Co ; Hapag Lloyd AG ; Mediterraneans Shipping Co ; Nedlloyd Lines ; Neptune Orient Lines ; Nippon Yusen Kaisha Line ; Norton Line ; Overseas Orient Container Lines ; P & O Containers Ltd ; Polish Ocean Line ; Sea Land Service Inc ; Tecomar S A

7/5/13 (Item 3 from file: 637)

DIALOG(R)File 637:Journal of Commerce

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06049970

UPS Rates Set to Jump Today On Lightweight, Bulky Freight

JOURNAL OF COMMERCE (JC) - February 24, 1992

By: MARK B. SOLOMON Journal of Commerce Staff

Edition: Five Star Section: TRANS Page: 2B

Word Count: 500

LEAD PARAGRAPH:

WASHINGTON - Some United Parcel Service shippers may be in for sticker shock when UPS puts its new rates into effect today.

UPS has raised sharply rates on domestic shipments of lightweight, bulky freight tendered under its "Hundredweight" pricing program. The increases, which will apply to items such as lamp shades and throw pillows, will range from 46 percent to 86 percent, depending on the weight of the shipment and the distance shipped.

UPS has also raised the minimum charge for Hundredweight shipments to \$30, a \$10 increase.

DESCRIPTORS: TRANSPORT; TRUCKING; RATE; UNITED PARCEL SERVICE; SHIPPER; FINANCIAL; US

COMPANY NAMES (DIALOG GENERATED): National Classification Committee ; UPS

7/5/14 (Item 4 from file: 637)

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06037915

Consolidators, Ship Lines Clash On Australia Rate

JOURNAL OF COMMERCE (JC) - october 15, 1991

MEMO:

DISCOUNT PLAN NVOCCs WANTED:

Promised Annual	Discount
Volume in 20-Ft.	From
Container Units	Standard Rate
150	5 percent
250	7.5 percent
350	9 percent
450	10.5 percent
600	12.5 percent
800	15.5 percent

SOURCE: Trade participant, NVOCC: Non-vessel-operating common carrier.

LEAD PARAGRAPH:

LOS ANGELES - U.S. cargo consolidators are miffed over a decision by shipping lines to cancel a discount given for volume shipments to Australia.

One large consolidator even threatened to get back at the carriers by shipping some of his cargo through Asia for transfer to Australia-bound vessels.

Shipping lines respond that the whole issue boils down to a dispute between large and small consolidators over the size of volume discounts in the trade. Carriers say they were caught in the middle of this dispute.

DESCRIPTORS: MARITIME; NVOCC; RATE; AUSTRALIA; ROUTE; US

COMPANY NAMES (DIALOG GENERATED): Australia New Zealand Direct Line ;
Brennan International ; Direct Container Line ; Federal
Maritime Commission ; ISS Co ; Pacific Coast Australia New
Zealand Tariff Bureau ; Ship

7/5/15 (Item 5 from file: 637)

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05041575

FLOOD INSURANCE PLAN STILL NOT IN PLACE

JOURNAL OF COMMERCE (JC) - THURSDAY October 26, 1989

By: DAVID CONN Journal of Commerce Staff

Edition: FIVE STAR Section: INSURANCE Page: 13A

Word Count: 516

LEAD PARAGRAPH:

WASHINGTON - Nearly a year after the federal government unveiled an insurance discounting system for communities that actively participate in flood management, the program is still not in place.

The Federal Insurance Administration introduced the Community Rating System last November, but had been planning the system for a year before that. The program will reward communities that encourage homeowners to participate in the insurance plan and that work to reduce the risks of flood damage in the area. The rewards come in the form of discounts on the

premiums paid under the National Flood Insurance Program.

But after two years of planning, the program still has a year of fine-tuning to go before any community can apply for the insurance discounts, officials from the Federal Insurance Administration, the program's administrators, said Wednesday.

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DESCRIPTORS: INSURANCE; WEATHER; CATASTROPHE; PLAN; RATE; FIA; ANALYSIS;
US

COMPANY NAMES (DIALOG GENERATED): Federal Emergency Management Agency ;
Insurance Services Office Inc

7/5/16 (Item 6 from file: 637)

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04071650

HENRY KAUFMAN PREDICTS INCREASE IN THE DISCOUNT RATE

JOURNAL OF COMMERCE (JC) - THURSDAY October 8, 1987

By: NANCY MILLER Knight-Ridder Financial

Edition: FIVE STAR Section: FINANCIAL Page: 7A

Word Count: 265

LEAD PARAGRAPH:

NEW YORK - Henry Kaufman, chief economist at Salomon Brothers, predicted the Federal Reserve will **incrementally** raise the **discount** rate 100 basis points by mid-1988.

The discount rate is currently at 6.0 percent.

Regarding the possibility of a discount rate hike, Mr. Kaufman said, "The question is when rather than if."

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DESCRIPTORS: FINANCIAL; INTEREST RATE; FORECAST

COMPANY NAMES (DIALOG GENERATED): American Jewish World Services Committee

7/5/17 (Item 1 from file: 710)

DIALOG(R)File 710:Times/Sun.Times(London)

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05088365

DOLLAR SURGES AS PRICES REPORT LIFTS WALL STREET

Times of London (TL) - Saturday May 13, 1989

By: Rodney Lord, Economics Editor

Section: Business

Word Count: 585

LEAD PARAGRAPH:

A lower than expected rise in the US producer price index for April failed to stem the rise of the dollar, despite renewed central bank intervention estimated at up to \$3 billion. The price data also triggered a surge in share prices on Wall Street, amid hopes that interest rates have peaked. The Dow Jones industrial average rose 56.82 points, its best one-day gain this year, to close at a post-crash high of 2,439.70.

The dollar dipped as the central banks intervened but it recovered to close in London at DM1.9140, up 10 points on the previous close. The pound closed at DM3.1839, down a fifth of a pfennig, and at \$1.6635, down a fifth of a cent. In terms of the effective exchange rate index it closed up 0.1 at 95.2.

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